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Leads ICC Delegation

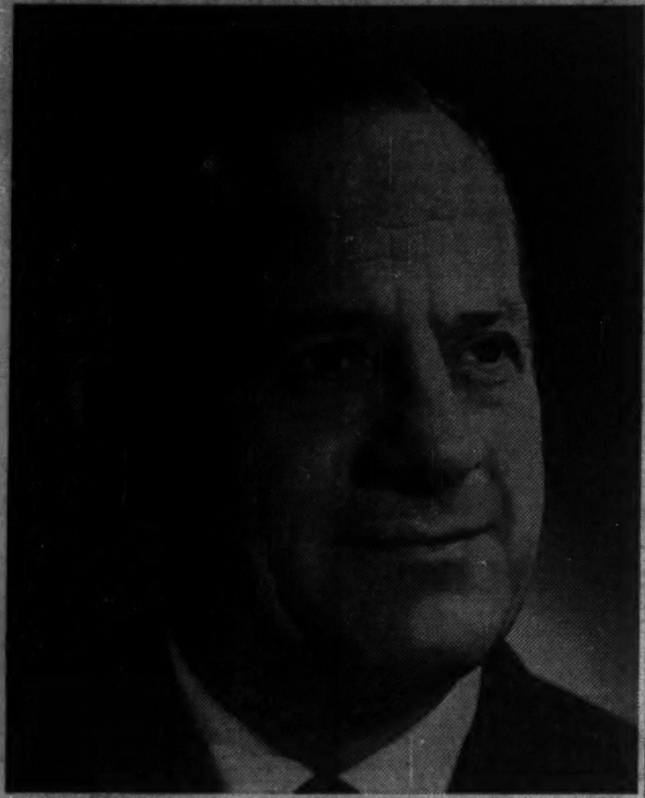

Photo by Gaby

Paul Bienvenu, 61, recently elected president of the Canadian Council of the International Chamber of Commerce, heads Canada's 49-man delegation as it leaves this week for the 17th biennial congress of the International Chamber to be held in Washington, D.C. The 1,000-plus delegates will discuss financial and economic developments affecting international trade. Mr. Bienvenu is president of Catelli Food Products Ltd., Montreal.

(Personality sketch, p. 6)

NATION'S BUSINESS

Do We Really Want State Socialism?

Big government and growing welfare state-ism have become so deeply entrenched and so familiar to the mind, that they now seldom get much serious discussion.

But this week a thoughtful Canadian used his company's annual meeting as the occasion for a very powerful and dramatic statement of his profound disquiet.

He is P. M. Fox, the president of St. Lawrence Corporation. Here are a few of the things he said.

"The Ottawa government had 195,390 people on the public payroll in 1958, a jump of 10,000 over 1957. The 10,000 added to the payroll in 1958 were equivalent to all the workers making automobiles in the vast General Motors plant at Oshawa.

"In the ten years since 1948 the number of people on the Ottawa payroll has been increased by 62,000 or nearly 53%. In the 20 years since 1938, the increase has been 136,000 or 309%. Our population growth since 1938 has been 55%."

Mr. Fox estimates the total number of federal, provincial, and municipal employees at 400,000 which exceeds the total employment in Canada's dozen leading industries. Furthermore, the 400,000 figure does not include armed services, Crown corporations like CBC or special government agencies.

He continues: "Our multiplied and multiplying bureaucracy in Canada is an offspring of what has become known as the Welfare State, a pseudonym for state socialism. The Welfare State also breeds over-spending and inevitable inflation.

"The combination of welfarism, bureaucracy and inflation is now our top danger."

On page 10 we print more of what Mr. Fox has to say. His words won't turn the clock back. But they will stimulate some sober thinking about the very widespread assumption that MORE and MORE and MORE of the welfare state is our desirable and inevitable course.

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Insurance and Welfare

Hard on the heels of the budget, the Federal Government is likely to introduce a bill amending the Unemployment Insurance Act. And indications are that the proposed changes will widen the numbers covered by the scheme and dramatically extend the benefits available under it.

The government, it appears, will propose lifting the maximum that employees can earn, and still qualify for benefits, from $4,800 to $5,460; extend the maximum number of weeks in which benefits may be collected from 36 to 52; and boost contribution rates by an average of 30%. The full-year protection is one of the longest periods of payout in any country in the world. The U. S. payout period is 26 weeks.

After deciding to raise billions for the budget, MPs may think it a snap to raise weekly contributions by a few cents. But if they don't take a long, hard look now at the whole crazy-quilt scheme, they will discover too late that they have converted an insurance fund into another welfare program.

Extending benefit periods and including more and more seasonal workers gets the scheme further and further away from its original intention—to provide short-term assistance for periods of unexpected unemployment among year-round workers.

It was never designed to cover some of the workers—such as fishermen—now included. This throws its actuarial foundation into a cocked hat.

Should some system of merit rating be established which would distribute the load more equitably between those industries with little fluctuation in labor force and those with big fluctuation? Banking and construction are contrasting examples.

There is going to be a lot of humanitarian oratory when this bill reaches the floor of the House. That's to be expected. But let's keep welfare and insurance separate while working out solutions for two different types of unemployment.

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Most Odoriferous

The Cyrus Eaton victory in the Premium Iron Ores tax case has importance for hundreds of Canadian companies and for all U. S. companies operating internationally. (See page 9.)

In this case, Premium away back about 1942 cleared its tax position with the Canadian authorities, and, when it became liable, paid tax to Canada.

Eleven years later, U. S. taxmen moved in to dig out great chunks of taxes and penalties for the American government.

In 1957 Premium and Cyrus Eaton won their case in the tax court. The U. S. taxmen appealed. Last week the U. S. Federal Court of Appeals at Cincinnati found unanimously in favor of Premium and Mr. Eaton.

Just one of the astonishing things about this weird case was that U. S. taxmen should move in on a Canadian company. Had they won, most Canadian companies with trans-border operations would have been at once put into a position where their whole tax background could have been exhumed and where tax arrangements, made in good faith with Canada, would have been blasted.

Defeat for Premium would also put in jeopardy the business position of all U. S. companies operating internationally.

Certainty is the most important quality about any tax. Violent switching of the rules on taxation is mere bureaucratic tyranny.

This U. S. tax raid was most odoriferous.

100% INCREASE

Leather Prices Head for the Sky

Watch for a 50c-$3 hike in shoe prices before the fall. See 10%-20% retail rises in other goods too . . .

By RAY MAGLADRY

Leather buyers are scrambling for supply in the hottest hide market turmoil of postwar years.

Hide prices are skyrocketing.

It will mean:

- **Price hikes** at retail of from 50c to $3 on shoes by next fall or earlier.
- **General increases** on other leather goods of from 10% to 20%, depending on leather content.

It will affect such consumer products as luggage, handbags, briefcases, sports goods of various kinds, upholstery and some home furnishings.

Most alarmed is the hotly competitive, low margin shoe industry — probably biggest single user of leather.

Several surprised dealers are still unable to accept the new market conditions.

But hide brokers are warning:

Prices — up about 100% from a year ago — will likely level out soon but they will not drop to any extent.

The reasons:

Big buying from around the world as underdeveloped countries try to raise living standards.

Sharp drop in cattle deliveries and slaughtering in Canada, continuing cattle shortages in U. S.

Some heavy purchasing of hides in recent weeks by Russia, Japan and some European nations have hit the market like a bomb.

Prices now are bouncing wildly on a day-to-day basis.

The recent trend in hide prices:

Light native cows around 32c lb. at mid-week, up from 27¾c a week ago and 15c a year ago.

Heavy steers at 24c are up from 9½c a year ago.

Other selections show similar patterns.

Cattle slaughtering in Canada is running 18% lower this year compared with 1958. Packers see little hope of recovering to last year levels.

"We've seen nothing like this before," Fred M. Payne, executive vice-president of Canadian Shoe Retailers Association, told **FP**.

"One manufacturer has had three price increases in last two months, and is ready to announce another.

"It means lower-priced shoes will go up 50c - $1 by fall, while those selling now for $18 and up will rise as much as $3."

LABOR ROUNDUP

Hoffa into the Seaway Without Even a Fight?

Teamster boss Jimmy Hoffa may win control of a major part of the Seaway without a fight.

Here's why:

His ally, International Longshoremens Association is moving toward re-entry into united labor in U. S.

If ILA is accepted back into AFL-CIO, it is almost certain there will be a merger between ILA and the International Brotherhood of Longshoremen — a union sponsored by AFL-CIO to kick ILA out of the ports.

(It succeeded only on inland piers, but was unable to crack ILA's hold in deepsea ports.)

Until now, the AFL-CIO brotherhood looked like a stumbling block to the plan of Teamsters and ILA to win the inland ports.

Although small (only some 400 members in Canada), the brotherhood has locals scattered along the Seaway route. ILA on the other hand has real strength only in Toronto—outside the ocean ports.

Should the two dock unions fail to merge, there would be an all-out drive by the Teamsters-ILA group for control.

Hoffa has earmarked 1960 as the year he will be in control of the Seaway.

In Canada, Teamsters and ILA have been joined by the muscular Seafarers International Union in a program to dominate Seaway shipping.

• • •

First break in a labor tie-up in Chemical Valley.

The 1,600-man strike of **Polymer Corp.** in Sarnia will likely go to federal mediation.

Both company and the Oil, Chemical & Atomic Workers Union have requested aid of a mediator in the four-week old dispute.

Polymer in negotiations held out for certain non-monetary concessions under the contract.

Union has claimed the changes would weaken its position.

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Feather-bedding in the railways?

Not so, says international boss of Brotherhood of Railroad Trainmen.

And Canadian head office adds a "hear, hear."

Trainmen, far from having a cushy time, get no differential for night work, no payments for "away from home" terminal expenses, no premium pay for Saturdays and Sundays, President W. P. Kennedy charges.

Both sides have been warming up word offensives that usually precede contract negotiations.

Steinberg's Denies Moves

By CLIVE BAXTER

MONTREAL (Staff)—**Steinberg's Ltd.** this week officially denied it has any expansion plans outside Quebec "for the foreseeable future."

The statement amazed Montreal retail and investment circles.

Last week **FP** reported that Steinberg's — the Quebec chain store giant — was negotiating to invade Ontario.

Steinberg's flat denial — issued to **FP** through its public relations office at midweek — was unexpected.

The statement said: "Steinberg's Ltd. has no plans for the foreseeable future to expand further outside Quebec. Steinberg's has a very full expansion program planned for Quebec."

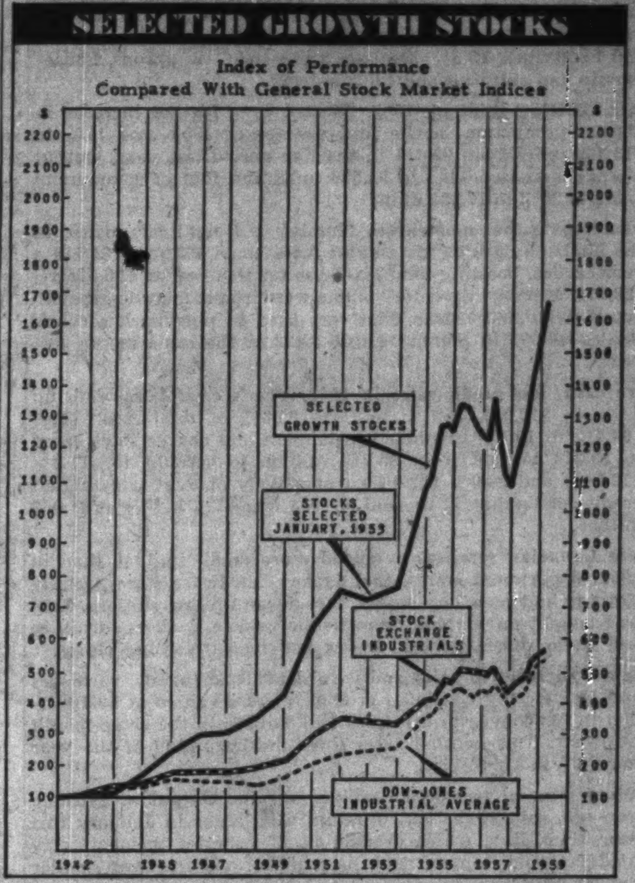
The denial did little to slow the tidal wave of rumors. Most often heard: Steinberg's has concluded purchases of some half-dozen properties in the Toronto area and will begin building within weeks.

Another rumor: Steinberg's is negotiating to take over 24 Foodliner stores of **IGA** in Ontario to move into a ready-made retailing operation.

One leading Montreal retailer told **FP**: "It looks to me as if both Steinberg's and **Loblaws** are getting ready to hit back if either's territory is invaded. Perhaps both hope the threat will be enough to keep the other at home.

"It's a sort of policy of threatening massive retaliation."

This week, denials notwithstanding, Steinberg's looked a lot like a chain on the move.



NESTOR'S GROUP of 16 selected growth stocks has now climbed 118% since it was chosen at the end of 1952. Roundup report, p. 36.

Tire Output Soars Toward New Record

By W. L. DACK

Canadian tire manufacturers are hitting one of the fastest production paces in history, as sales of all classes of tires spurt.

This year to the end of first week of April, they produced 2,617,000 tires of all kinds. **That's a whopping 43% jump over same period last year.**

Last year started off slowly and ended on a buoyant note, produced biggest sales volume on record—8,061,000 units.

But if the current fast sales pace holds, a new record will be chalked up this year.

Sales of passenger tires jumped 22% this year (1,660,000 units); bus and truck tire sales have risen 29% in the same period (244,000) and implement and tractor tire sales are up 26%.

The improvement is showing almost equally in original equipment sales and replacement business.

Tire makers are particularly happy about the spurt in bus and truck tire sales. On a dollar basis these mean more to the producer than the lower-price passenger tire units.

But Canada's seven tire makers see little relief from the sharp competitive conditions that have pared profit margins and hit earnings over the past year.

This week's average 5% price hike in all tires and tubes initiated by **Goodyear Tire & Rubber Co. of Canada**—and being followed in varying degrees by other tire makers—has been the first general tire increase since July 1955.

Goodyear pinned the boost on "accumulated costs of materials, labor, taxes and other costs of doing business."

Here's the tire sales picture:

	1959	1958
	To April 4	
Passenger Tires	1,661,000	1,363,000
Bus & Truck Tires	244,000	189,000
Tractor & Implement Tires	92,000	73,000
Total	1,997,000	1,625,000

Changes in Old Age Plan Look a Long Way Off Now

Major changes in Canada's existing universal old-age security plan may be pushed farther and farther into the future.

Just a little over a month ago, Dr. Robert M. Clark, of the University of British Columbia, completed his Ottawa-requested comparison of the Canadian and U. S. old-age security systems.

This bred apprehension in insurance and other circles that this was a first step toward grafting features of a U. S. type employer - employee contributory plan on top of Canada's existing universal and flat-rate plan (**FP**, March 14, Jan. 17).

The costs of such a scheme, it was argued, would be so large as to be detrimental to Canada's economic well-being.

With the recent budget, evidence has appeared that major changes may be some way off, if not shelved indefinitely.

Those who hold such a view point to these two developments:

- **Taxes have been raised** to close the gap between revenues earmarked for Canada's old-age security fund and pension payments made from it. (See chart p. 16.)

The argument: This brings home to politicians and taxpayers the high costs involved in providing even a "floor" of protection; it gives pause to plans for an extension of benefits.

- **Employees making lump sum withdrawals** from employee pension plans may now do so without tax penalty if the money is invested in another pension plan or in a registered retirement savings plan.

The argument: By giving an assist to the development of good pension plans in the private sector, there is less reason for government intervention in the field or re-organization of the whole old-age security system in this country.

In the past, transfers such as these have been made without incurring taxation. When it was done, apparently, the companies involved avoided putting the money into the hands of the employee at any point.

The proposed amendment to the Income Tax Act will make such transfers easier, will extend the pension plan alternatives by including registered retirement plans as well as company pension plans, and will probably result in more widespread advantage being taken of the provision.

Huge Gas Find In North B.C.

There are strong rumors that **Gulf States Oil Co.** and associates have made a sensational gas discovery in the Kotcho Lake area, northeastern British Columbia.

That's just a few miles south of the Northwest Territories border (**FP**, April 11).

"We consider this a major discovery," Paul Kayser, president of **Western Natural Gas**—the operater in the field— and **El Paso Natural Gas**, other major interest in the acreage, told **FP** this week.

"We had a substantial gas flow on open flow tests," said Kayser.

Canadian officials closely as-

(Continued on page 8, col. 6)

The Outlook

Talking Boom As Recovery Starts Spurt

An FP roundup of the latest facts and expert opinion on the economic weather ahead . . .

By DALTON ROBERTSON

Big gains for industrial output, inventories, retail sales and other measures of physical activity are going to be piled up over the next several months by Canadian business.

Business analysts have been increasingly bullish over past weeks as evidence mounted that Canada's recovery was finally getting up a head of steam. With the Canadian pickup lagging away behind the pace of that in the U. S. during much of 1958, most forecasters had voted for a moderately paced recovery.

But enough data now show that late last year most indicators of growth began to spurt ahead. And if earlier recoveries provide a pattern, physical growth should be rapid right through the summer months.

These prospects are backed by last week's budget predictions which calculate that Canada's gross national product—it measures the dollar value of production including services as well as goods—will top $34.5 billion in 1959 for a 7% real, year-to-year gain.

To weigh the impact of such an increase, compare it with 1958 experience where GNP rose 2% in value but a similar rise in prices wiped out any real advance. Or with 1955, also a year of recovery, when the GNP increase was 8.8%.

Here are some of the signposts:

- **Inventories,** which are going to provide the real push in 1959, are being built up again after 18 months of liquidation. It's likely that seasonally adjusted figures for February will show a 3% gain over the low points of October-November.
- **Shipments** of manufactured goods have been showing persistently larger year-to-year gains since September, and by January the increase was almost 5%. This turnabout comes after more than a year of declines. Result: Ratio of inventories to shipments is lower now than at any point in the past several months.
- **Labor income,** the basis for a retail boom, has been showing great strength since August. Taking into account seasonal factors, the increase in labor income in December and January was the greatest since comparable months in 1952.
- **Retail sales** took a last quarter spurt and although off as usual in December, these hit a record $1.3 billion in November, seasonally adjusted. Indications are that the buoyant buying mood is persisting. For example, February department store sales are up 10% from a year earlier.
- **Corporation profits** have been rising rapidly and regularly since mid-1958 and there is every indication that the climb will continue through 1959, although not at the current heady pace. First quarter results may well be over 30% above a year earlier, discounting seasonal factors.
- **Bank loans** and bank holdings of insured mortgages and non-government securities have been climbing abruptly after jogging along on a plateau for over a year and a half. The increase in the past five months has been 9% to 10%.

Much of the recent increase in bank loans outstanding took place at a time when a seasonal standstill was more usual. If this extra demand continues and is added to the usual springtime pickup in credit requests, prospects for rapid business growth are bright indeed.

Canada's 1958 lag behind U. S. recovery has had a lot of business planners worried about the forcefulness of Canada's recovery. In the U. S., recovery began after April, 1958, and has continued without faltering.

In Canada, by contrast, it now appears that there was a "double bottom" to the recession. Leading business indicators

(Continued on page 8, col. 2)

Watch for Tariff Shifts In Cottons and Synthetics

By LESLIE WILSON

OTTAWA (Staff) — You can look for changes in tariffs on cotton goods, synthetic fibres and fabrics, and possibly knit goods, in the next budget.

But tariff changes on five other groups of textile items are unlikely for two years.

This was the conclusion observers drew this week as the Tariff Board and Finance Department began re-scheduling tariff hearings and trade negotiations about textile tariff items.

Drawing up at least tentative new schedules became possible with the appointment of an experienced tariff negotiator, George H. Glass, as a new vice-chairman of the board.

Mr. Glass was formerly the Finance Department's chief tariff expert.

Re-scheduling became necessary when the Tariff Board chairman, H. B. McKinnon, decided to retire March 31; and when the government decided not to re-appoint vice-chairmen W. W. Buchanan and F. J. Leduc on the expiry of their 10-year terms, apparently because they have been identified as Liberals (**FP**, March 7).

This left the Tariff Board with two men, G. A. Elliott and F. L. Corcoran, to do the work of five—in the middle of the board's heaviest work program in years.

Of the two, only Mr. Elliott has long experience in tariff matters; Mr. Corcoran was appointed to the board only last summer.

The board is more than half way through its full-scale enquiry into the textile tariff.

It has completed and delivered reports on wool fabrics, textile wastes and cotton goods and its report on synthetic fibres and fabrics is expected shortly.

But it hasn't even held hearings on six other textile groups: Knit goods, wool manufactures, narrow fabrics, hard fibres, hats and caps, coated and impregnated fibres.

Next month the government will begin negotiations under the GATT on changes in the cottons and synthetics schedules.

These negotiations may take six months and the board meantime could produce recommendations on knit goods for negotiation under GATT this year.

But it isn't likely to produce recommendations on any of the other five textile categories in time to be useful in this year's GATT talks, even if the government fills the other two vacancies immediately.

Negotiations on these will have to wait until 1960 for budget changes in 1961.

EATON'S
New
Birkdale
Suits
for
Spring...

Good style plus excellent value makes them Canadian "best sellers"!

Design, not chance, makes "Birkdale" suits the best-sellers they are today. An extra measure of care and attention goes into each garment — reflected in the way it looks and wears. Always aware of current trends, we keep "Birkdale" suits up-to-date in style — but know that good style is never radical. And we make sure "Birkdale" prices stay among the lowest for suits of their fine quality. Make your next suit a "Birkdale" as countless men and young men from coast to coast are doing.

Trend of Business

Bustling sales for big stores. Continuing the record sales pace set in 1958 and carried over into this year, Canada's department stores sold goods valued at $86 million in February, 10.1% higher than a year earlier. Gains ranged from 22.8% in Alberta to 7% in British Columbia. Only decline was in the Maritimes, 1.8%.

These departments showed biggest gains: photographic equipment and supplies, 30.2%; women's coats and suits, 24.2%; millinery, 19.4%; major appliances, 18.1%; stationery, books and magazines, 15.5%. Declines were 15.8% in aprons, housedresses and uniforms and 1.6% in food.

Motor vehicle output up 15%. Boosted by a further increase in March, production in the first quarter of 1959 rose 15% to 113,309 units from 98,411 in the like period last year. Output of cars increased 14% to 95,506 units and that of commercial vehicles 20% to 17,803 units.

Carloadings gather momentum. Number of freight cars loaded in the final ten days of March rose 3.6% to 84,492 from 81,519 a year earlier, boosting total loaded so far this year to 828,516 vs. 829,079. Moving in greater volume were iron ore, crude gypsum, automobiles and trucks. Flat cars used in piggyback services totaled 10,092 in March against 5,432 in the same month last year.

More cash, less credit sales in 1958. Year's cash sales were up 5.1% to $10,039 million to form 65.8% of total retail sales (64.4% in 1957). Combined instalment and charge sales eased to $5,213 million from $5,279 million to account for 11.2% (12.7%) and 23.0% (22.9%) respectively of total sales. Retail credit outstanding at the end of 1958 was 4.7% higher at $1,062 million.

These Canadian retailers extended more credit in 1958 than in 1957: department stores, fuel dealers, hardware stores, family clothing and jewellery stores, garages and filling stations. Less was bought on the cuff from motor vehicle dealers, furniture and radio stores, general stores and men's clothing stores.

Brighter picture for paint and varnish. Sales of paints, varnishes and lacquers by Canadian producers were valued at $9.4 million in February, up 8% from $8.7 million in the same month last year. This boosted sales since the beginning of the year some 6% to $18 million.

Leading mineral production—mixed results. Output of gypsum, iron ore, salt, silver and uranium was larger in January this year than last, while production of asbestos, cement, clay products, coal, copper, gold, lime, nickel and zinc was smaller reports DBS.

Less red meat eaten in 1958. Per capita consumption of red meats in Canada last year decreased 4.5% to 138.1 lb. from 142.6 lb. in 1957. Canadians ate an average of 64.8 lb. of beef, 10 lb. less than a year earlier, reflecting higher beef prices due to the flow of slaughter and feeder cattle to the U. S. Pork per capita rose to 51.8 lb. from 46.2 lb.

Busier border. Volume of highway traffic entering Canada from the U. S. in February increased 4.3% to 881,200 vehicles from 844,600 a year earlier leaving the total since the beginning of the year 0.6% lower than last year at 1,798,300.

Major Weekly Indicators

	Latest Date or Week Ended		Previous Week	Previous Month	Year Ago
Department store sales, % change from year earlier	(Apr. 4)	+5.2%	−10.3%	+9.4%	−0.1%
Carloading totals	(Mar. 31)	*84,492	66,690	66,273	*81,519
Eastern Canada	(Mar. 31)	*56,579	44,611	44,671	*54,243
Western Canada	(Mar. 31)	*27,913	22,079	21,602	*27,276
Iron and steel mfg.	(Mar. 31)	*1,742	1,204	1,418	*1,806
Ores, concentrates	(Mar. 31)	*4,661	3,708	3,466	*3,097
Base metals	(Mar. 31)	*617	652	535	*744
Lumber, timber, plywood	(Mar. 31)	*5,455	4,525	4,230	*4,799
Cement	(Mar. 31)	*609	431	333	*704
Passenger car production	(Apr. 11)	8,414	8,185	7,845	7,849
Truck production	(Apr. 11)	1,646	1,708	1,524	1,314
Chartered Banks					
Personal savings .. ($ millions)	(Apr. 1)	7,103	7,050	7,021	8,506
Loans outstanding . ($ millions)	(Apr. 1)	5,627	5,582	5,543	5,336
NHA mtge. holdings ($ millions)	(Apr. 1)	825	823	815	615
Banks of Canada holdings of					
Securities ($ millions)	(Apr. 8)	2,642	2,621	2,612	2,468
Short-term govt. .. ($ millions)	(Apr. 8)	274	252	237	1,378
Long-term govt. .. ($ millions)	(Apr. 8)	2,297	2,298	2,294	1,034
Other securities ... ($ millions)	(Apr. 8)	16	16	18	16
Bank Clearings:					
Montreal ($ millions)	(Apr. 9)	916	726	825	671
Toronto ($ millions)	(Apr. 9)	1,396	1,149	1,200	673
Cdn. dollar (U. S. cents av.)	(Apr. 14)	103.728	103.600	103.079	102.845
T.S.E. industrial index	(Apr. 14)	527.65	527.53	533.60	420.96
Yield 114 stocks	(Apr. 13)	4.01%	3.99%	3.92%	5.11%
Bus. fail. 4-wk. moving av. . (no.)	(Apr. 2)	26.5	28.2	31.5	28.5
Steel ingot production .... (tons)	(Apr. 4)	105,134	106,712	102,374	N/A
% of capacity	(Apr. 4)	86.6%	87.9%	84.3%	N/A

*Ten-day end-of-month period.

Facts by the Month

WHAT WE PRODUCE—	Latest	Month	One Month Previous	Two Months Previous	One Year Previous
In all industries (Index)	Jan.	150.4	149.0	159.3	142.9
In factories (Index)	Jan.	132.8	132.9	145.5	126.8
Total nondurable goods (Index)	Jan.	122.4	134.8	150.6	123.4
Food & bev.	Jan.	115.2	134.3	156.4	109.6
Textiles	Jan.	115.5	113.0	126.6	98.0
Clothing	Jan.	115.2	103.9	110.5	112.3
Chemical products	Jan.	174.5	171.9	190.3	177.1
Total durable goods (Index)	Jan.	133.4	130.7	139.6	130.6
Iron & steel products	Jan.	123.8	117.7	126.4	117.1
Primary iron & steel	Jan.	145.0	122.4	123.3	126.2
From mines (Index)	Jan.	228.5	210.4	224.6	223.6
Metals	Jan	165.6	156.9	163.6	172.6
Nonferrous smelting, refining	Jan	126.6	110.1	107.5	136.9
Gold	Jan.	105.5	105.9	111.5	105.6
—From farms					
aCattle delivered (000)	Feb.	116	138	173	135
aHogs graded (000)	Feb.	618	646	783	429
Grain mill products	Jan.	126.2	124.6	151.9	117.2
—From sea					
East Coast catch ($000)	Feb.	990	2,328	2,961	1,590
W. Coast catch ($000)	Feb.	981	804	1,491	568
—From forests					
Newsprint (000 tons)	Feb.	466	466	478	474
aPulp (000 tons)	Feb.	779	824	776	762
—In powerhouses					
Electricity (million kwh.)	Feb.	8,089	8,772	8,841	7,796
WHAT WE SELL—					
Retail sales ($ millions)	Jan.	1,165	1,565	1,312	1,096
aDept. store sales ($ millions)	Feb.	86.0	91.8	137.6	78.1
Wholesale sales ($ millions)	Jan.	593	673	662	547
Mfrs. outstg. orders ($ millions)	Jan.	2,122	2,111	2,119	2,515
Pass. car sales (units)	Jan.	27,497	29,176	26,726	26,490
WHAT'S ON HAND—					
Mfrs. inventories ($ millions)	Jan.	4,419	4,394	4,367	4,376
aDept. store stock sales ratio	Feb.	3.1	4.5	1.8	3.4
SPENDING, SAVING POWER—					
Labor income ($ millions)	Jan.	1,350	1,339	1,387	1,268
Dividend payts. (Index) (annual rate)	Mar.	300.2	301.7	301.0	317.2
JOBS—					
Persons with jobs (000)	Feb.	5,547	5,538	5,680	5,395
Jobless seeking work (000)	Feb.	537	538	440	563
Do. (% of labor force)	Feb.	8.8	8.9	7.2	9.4
CONSTRUCTION—					
Contract awards ($ millions)	Jan.	178	271	318	190
FOREIGN TRADE—					
Exports ($ millions)	Feb.	324	350	450	328
Imports ($ millions)	Feb.	389	414	428	364
MONEY—					
Money supply ($ millions)*	Dec.	12,927	12,893	13,198	11,580
Cheques cashed ($ millions)	Jan.	20,470	21,810	19,243	17,363
Life insurance sales ($ millions)	Jan.	430	536	521	390
Notice deposits	Jan.	7,528	7,462	7,419	6,735
Current public loans ($ millions)	Dec.	5,411	5,335	5,140	5,405

*Total deposits, less Govt. of Canada deposits, less float, plus notes in circulation outside the banking system.

PRICES—					
Consumer price (Index)	Mar.	125.8	125.7	126.1	124.3
Wholesale prices (Index)	Feb.	230.3	229.7	229.1	227.7

STRATEGIC MATERIALS—Production and Supply—		Latest Month	Month yr. ago	Yr. to date	% chge. yr. to date
Steel ingots and castings (000 tons)	Feb.	427	375	888,045.0	+11.4
Nickel (000 tons)	Jan.	8,284	16,710	8,284.0	−50.4
Primary copper (000 tons)	Jan.	24,721	32,868	24,721.0	−24.8
Lumber exports (millions fbm.)	Dec.	324	296	3,837.0	+5.2
Lumber (millions fbm.)	Dec.	463	370	7,090.2	+4.8

Index based: production 1949=100; consumer price index 1949=100; wholesale price

Date of issue for your file, The Financial Post, April 18, 1959.

Company Report

Appliances

ELECTROLUX CORP., New York, net profit of $2,198,117 for 1958 was 40% higher than 1957's $1,571,328.

Increased profit is due largely to expense reductions achieved through decentralization of administrative functions, Chairman E. V. Ekman reports. Manufacturing costs were also reduced. Company anticipates somewhat higher production levels through 1959.

INCOME & SURPLUS ACCOUNT Years Ended Dec. 31:	1958	1957
Total net income	$5,805,141	$4,671,035
Less: Deprec.	846,926	935,640
Interest	335,098	379,067
Taxes payable	2,425,000	1,785,000
Net profit	2,198,117	1,571,328
Less: Com. divds.	1,230,500	1,230,500
Surplus for year	967,617	340,828
Earnings per Share and Dividend Record:		
Earned	$1.79	$1.28
Paid	1.00	1.00
†Based on shs. in hands of the public.		
Shs. o/s* at Dec. 31:		
Common, $1 par	1,230,500	1,230,500

*Shs. in hands of public; 7,000 shs. held in treasury.

CONDENSED BALANCE SHEET As at Dec. 31:	1958	1957
Cash	$5,970,893	$3,850,343
Investments	3,955,254	2,069,596
Accts. rec. less res.	16,094,799	17,546,676
Prep. inc. tax	1,845,000	1,813,000
Inventories	7,353,339	8,890,756
Total curr. assets	35,562,980	34,594,782
Prep. exps.	343,695	404,361
Note receiv.	100,000	100,000
Fixed assets*	4,052,801	4,499,014
Total assets	39,715,781	39,198,746
Accts., etc., pay.	8,049,246	8,315,804
Taxes pay.	2,052,695	1,231,719
Total curr. liabs.	10,101,941	9,547,523
Long-term note pay.	5,000,000	6,000,000
Capital stock	1,125,500	1,125,500
Reval. surp.	1,063,550	1,063,550
Surplus	22,424,790	21,457,173
*After depr.	4,764,046	4,613,460
Working capital	25,461,039	25,047,209

Look For It Here

April 18, 1959

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H. R. HEATH, manager, St. Mary's, Ont., to be manager, Keele & St. Clair, Toronto.

J. M. BEDARD, accountant, Amherst & St. Catherine, Montreal, to be manager, Ansonville, Ont.

R. W. W. MACADAM, manager, New Hazelton, B.C., to be manager, Clearbrook, B.C.

Q. R. CURRAH, Simcoe, Ont., to be manager, Ayton, Ont.

P. AGGERHOLM, accountant, Kincardine, Ont., to be manager, Lynden, Ont.

W. D. CAMPBELL, manager, Ayton, Ont., to be manager, Arthur, Ont.

E. R. G. BURGESS, assistant manager, London, Ont., to be assistant manager, Vancouver

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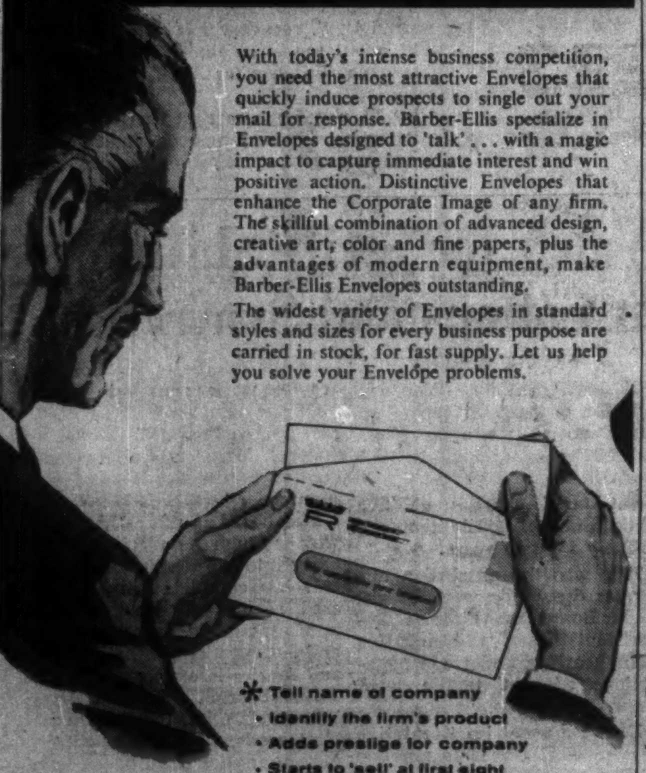
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Here Are the Straight Facts Behind Defence Orders Mix-Up

Canadian plants will get U. S. contracts, but don't expect to hear a fanfare over it . . .

By C. KNOWLTON NASH

WASHINGTON, D.C. — The theme song for the Canada-U. S. defence industry marriage might well be "Is you is, or is you ain't my baby?"

After a flurry of confusing and conflicting reports, the answer seems to be that while it appears "you ain't my baby" the facts are that "you is."

A ruckus in the defence industry marriage began when congressional testimony by U. S. Defence Secretary Neil McElroy was released in which he said Canada is going to get contracts from U. S. only for items to be used in Canada.

And furthermore, he said, for some time in the future Canada is going to be spending more defence money in the U. S. than the U. S. spends in Canada.

Upon hearing this, Canadian Defence Minister George Pearkes, in Washington for the NATO conference, commented: "Canada would not be satisfied with purely sharing of production for facilities that are to be used only in Canada. That is not our interpretation (of the defence sharing arrangement)."

This situation had all the makings of a first class bust-up of the defence marriage.

Just to complicate matters a little more, the Pentagon had planned to issue a statement this past weekend announcing considerable advance on defence sharing arrangements.

The press release was to outline how much progress had been made in preparing lists of materials which were to be exempt from the Buy American Act and U. S. duties.

The statement was similar to an **FP** article of April 4. It was to have been issued, according to Pentagon sources, immediately after a luncheon given by Defence Secretary McElroy to Defence Minister Pearkes.

At the last minute, after it had been approved by several officials and copies made, it was decided not to issue the statement.

The decision was taken on the grounds that the announcement might worry some Congressmen and industry officials who would complain about defence business being diverted to Canada while 4.5 million Americans remain unemployed and some plants are not operating full time.

It also was feared there might be demands from other nations for similar treatment.

The non-issuance of the statement, however, led to reports of a breakdown on whether Canadian industry would get contracts for material to be used only in Canada or for anywhere in North America. All evidence, however, indicates there was no breakdown.

Both Canadian and U. S. officials are exceedingly anxious to avoid any serious political challenge to the defence sharing arrangement. Some such challenges already have been made, notably when Defence Secretary McElroy was testifying before a House Appropriations Subcommittee.

As a result of the touchy political situation, U. S. officials may be developing a delicate tactical approach to keep Congress and domestic industry sold on the defence sharing.

For one thing it can be expected U. S. authorities, in public statements, will seek to minimize the arrangement and may suggest that Canada is only getting contracts for defence equipment to be used in Canada.

This is not too difficult to justify and has seemed to satisfy any questioning Congressmen thus far.

Sen. Henry Jackson, Democrat of Washington, for example, has told **FP** he could easily justify to his constituents the handing over of U. S. contracts to Canada for Bomarc and other weapons which will be used in Canada "for the protection of Canada."

He could not justify it, however, he told **FP**, if those weapons were not specifically designated for use in Canada.

Thus U. S. tactics in talking publicly about the Canada-U. S. defence marriage may sound extremely fuzzy and worrisome to Canadians but, as one observer put it, "In this business nothing is as it seems."

Canadians therefore, this reasoning runs, should not be overly concerned with pessimistic sounding statements made by U. S. officials. Officials working on the arrangements are concerned that some overly optimistic talk in Canada which filtered down to Washington already may have inhibited the placing of some orders in Canada.

The simple, bald politics of the situation are that in Canada it is politically necessary to talk loudly about getting plenty of defence business from U. S., while in the U. S. it is politically necessary to say little or nothing about sending defence business to Canada.

The politics of both sides of the border are diametrically opposed to each other.

When Defence Minister Pearkes went over to the Pentagon for lunch with Defence Secretary McElroy last week, almost the first thing McElroy said as they sat down to eat was that when he began his testimony before the House Subcommittee on Defence Department Appropriations, he was at once "taken on" by a Subcommittee member about the Canada-U. S. defence sharing arrangement.

McElroy laid particular stress on U. S. political sensitivities in this matter.

Those at this high-level luncheon included on the U. S. side: McElroy; Deputy Secretary Donald Quarles; Chairman of the Joint Chiefs General Nathan Twining; John Irwin, Assistant Secretary of Defence; Perkins McGuire, Assistant Secretary of Defence; and Fred Reinhardt, State Department Counsellor.

The Canadians included: Pearkes; Norman Robertson, Under Secretary of State for External Affairs; General Charles Foulkes, Chairman of the Canadian Chiefs of Staff; Air Vice-Marshal Hendrick, Chairman of the Canadian Joint Staff in Washington; E. A. Ritchie, Minister of the Canadian Embassy; and N. R. Chappell, Washington representative, Department of Defence Production.

The Congressional testimony of McElroy, while gloomy-sounding for Canada, should be read in the light of the desire of U. S. officials to sell defence sharing to Congress in the most palatable form possible.

McElroy indicated Canada would not be getting much defence business.

In fact, he said, "I think it is almost a certainty that at least for a period of time there would not be as much production in Canada as there would be expenditure of Canadian dollars for U. S. manufactured goods of this type."

McElroy's testimony, given in late January, stressed several times that any orders going to Canada would be for equipment for "deployment in Canada."

Asked if any specific amount of money was involved in Pentagon efforts to give some defence business to Canada, McElroy replied:

"No . . . there is no specific amount involved. This is simply an understanding on the part of the Canadian government that we will encourage some of the major suppliers of defence goods which are bought by Canada for Canadian deployment to place some orders there, when no cost disadvantage is involved."

McElroy came under sharp and critical questioning on the Canada-U. S. defence sharing arrangement from California Democrat, Representative Harry Sheppard.

The Congressman noted that widespread unemployment was still existing in the U. S. and he suggested diverting orders to Canada was not a way to cure U. S. unemployment.

Sheppard quoted FP in questioning McElroy and read excerpts from FP articles on Canada-U. S. defence sharing.

In reply, McElroy said: "I would like to say, Mr. Sheppard, concerning this Canadian discussion, that I hold no brief for the language in the news discussions, but this is true: The Canadian government has recently decided it will buy the Bomarc and Sage system. It will put up part of the money and we will put up part of the money under the usual kind of agreement on programs that are of joint interest to us.

"However, the thing that Canada is trying to do in order to provide some continued business for their defence industry which is adversely affected by their decision to buy complete weapon systems from the U. S., is to see whether or not there is any way in which some of the component parts of these systems can be manufactured in Canada without any sacrifice in cost.

"If so, they would like to produce some of them . . . They are simply asking us to see whether we cannot encourage American manufacturers to place some orders in Canada."

McElroy described the Canadian request as "a very modest kind of request."

McElroy stressed that there was no intention to set a certain dollar amount of business to be placed in Canada. He noted he had taken part in disoussions in Paris on defence sharing with Canada.

In the testimony, Congressman Sheppard asked: "What is your general thinking where you have equal competence between producers of this country and those of another country, even though they are our immediate neighbor and we have a great affection for them, what is your basic thinking when you have the amount of unemployment we have in this country? . . ."

McElroy replied, "My personal feeling is that we have to be concerned about any substantial unemployment in this country and we have to do whatever we can about it.

"I then find myself, however, putting myself in the position of our Canadian neighbor. They also have unemployment. In fact, I think they have been bumped a little harder than we have in the last year. At the same time, they decide that as part of their defence effort they will buy some of our output which will give employment to some of our people down here.

"Then they ask, since they are doing this, that we encourage the placing of whatever contracts for components of these particular systems that can be placed in Canada on some equal financial basis.

"In other words, to see whether some of those components can be placed there by the contractors who have the prime contract. That seems to me to be reasonable and we have gone along with it on that basis."

Congressman Sheppard replied that Americans who are paying taxes to make U. S. defence expenditures would find it hard to feel serious concern about Canada especially "when Canada is discounting our dollar."

At one point in the testimony a report was inserted in the record outlining an agreement reached between Canada and U. S. last August on defence-sharing. Here is the text of that report:

"On August 8, 1958, Deputy Secretary of Defence Quarles directed the military departments to initiate a program of economic co-operation with the Department of Defence Production of Canada.

"This program essentially involves exploring ways and means that the U. S. and Canada can integrate their production efforts to the mutual advantage of both countries.

"Several high level discussions have taken place and will continue between our Department of Defence officials and representatives of the Department of Defence Production of Canada.

"This program is designed to encourage the interchange of business between Canada and the U. S. with the objective of developing an exchange of effort that should have a mutually beneficial and equitable result."

Saucer Holds the Key To A.V. Roe's Future

This revolutionary aircraft is important to U. S. Air Force, says Washington . . .

A team of 100 engineers and skilled technicians working in one corner of the vast Avro Aircraft plant at Malton may decide the aviation future of **A. V. Roe of Canada Ltd.**

That's the real significance emerging from news and views in Washington this week, as Avro's highly-secret "flying saucer" project was buried in private hearings of a House committee.

With Ottawa's cancellation of the Arrow CF-105 program, Avro laid off most of its 10,000 employees, began to look for new business.

Two of its hopes:

- **Building a fighter** under license for Canadian forces in NATO. But Ottawa has not yet decided whether it will replace the CF-100, and on what terms.
- **The flying saucer.**

The "saucer," sometimes called an aerocar, was started by A. V. Roe with some $700,000 worth of aid from the Federal government. When Ottawa washed its hands of the project, Avro sold the idea to the U. S. Air Force in 1955, has put about $3 million of its own money into the project with U. S. paying about the same.

That's how the saucer got into the Washington headlines this week: the U. S. Congress Space Committee was told about it by Pentagon witnesses.

The importance with which it is regarded by the U. S. Air Force is indicated by the tight secrecy clamp they have kept on it. After its first brief mention in the Washington hearings, nothing more was said, and the committee was briefed in private.

The Pentagon's research and engineering deputy director, John B. Macauley, said it was not an outer space craft. It would skim the earth's surface or fly at altitudes reached by conventional aircraft.

(A U. S. source says its performance specifications are: 300 mph, 1,000 mile range, maximum altitude 40,000 ft.)

FP's Washington correspondent says that according to information available in the U. S. capital, "the machine would be shaped like a saucer, and have small air vents around the edge of the saucer. It would have ordinary jet turbine power. Air would be sucked in by the engines and directed out through the tiny air vents.

"The air being squeezed through the vents would be so directed as to give the proper lift and thrust."

Its big advantage, according to Washington: it would be a form of helicopter, but capable of much greater speeds. It would be extremely useful on low flying missions, because it could literally "skim" the earth's surface and avoid detection by radar.

There is Congressional concern that the U. S. Air Force is not moving fast enough on the project.

"It's been moving slowly, and has not been very heavily funded," one Congressional source told **FP**.

The next big news will come this summer, when a prototype will be tested, according to Washington.

"All we can say is that we think it works well—and we sure hope so," commented an A. V. Roe spokesman.

SALES OFFICE

Montreal sales office of **Dennison Manufacturing Co. of Canada** will move from Dominion Square Building to 3901 Namur St., Town of Mount Royal, Que., effective May 1. Company makes wide range of paper products for resale and industrial use.

SEAWAY

Forecast 300% Increase In Refrigerated Cargoes

Shipping agents are calling for a big boost in both incoming and outgoing cargoes of refrigerated foodstuffs when the St. Lawrence Seaway opens.

One general agent estimates the over-all increase in cargo space will be 300% for traffic linking Canadian and U. S. ports directly to European sources and markets.

The import business in refrigerated products is already brisk.

It's almost certain to benefit from the greater space to be made available because larger ships will be able to use the inland waterway.

A big factor is the growing imports of European foods to serve immigrants and the changing tastes of other Canadians.

Not so rosy is the export picture.

At port of Toronto, for example, there is a shortage of refrigeration facilities on the docks.

There is also the problem of justifying the opening of refrigerated space for smal volume (on ships eastbound from Chicago or Milwaukee).

But with more space available, shippers have high hopes of increasing outbound shipments of such products as frozen livers, tongues, kidneys and poultry.

Many exporters of these products have been unable to move them from Great Lakes ports in the past.

One Chicago firm, with subsidiary in Toronto, will offer over 553,000 cu. ft. of refrigerated space this year, as against 153,000 cu. ft. last season.

Great Lakes Overseas (Canada) reports that shippers in the past have chartered large fishing vessels and other coastal vessels to move frozen foods from inland ports.

Among incoming products likely to benefit this year:

Canned meats, frozen fish fillets, frozen berries from various European countries, frozen fish from U. K., Swiss and Danish cheeses.

Ind. Acceptance $6 Million Issue

MONTREAL (Staff) — An issue of $6 million 5¾% 20-year secured notes of **Industrial Acceptance Corp.** has been privately placed by a syndicate headed by **Greenshields & Co.**

Company officials say purpose of the issue is to maintain balance between IAC's various classes of borrowing. Proceeds are for general corporate purposes.

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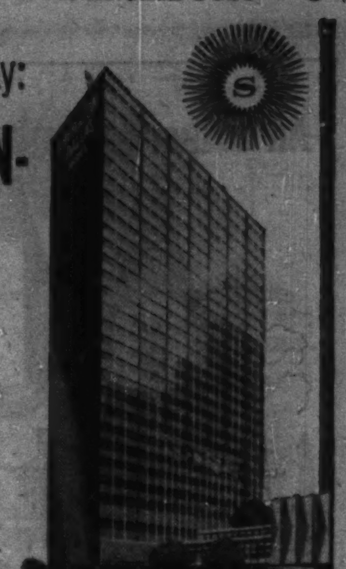

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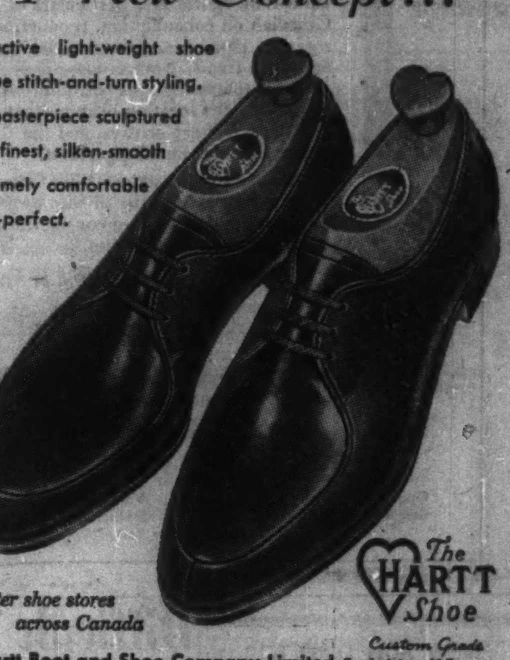

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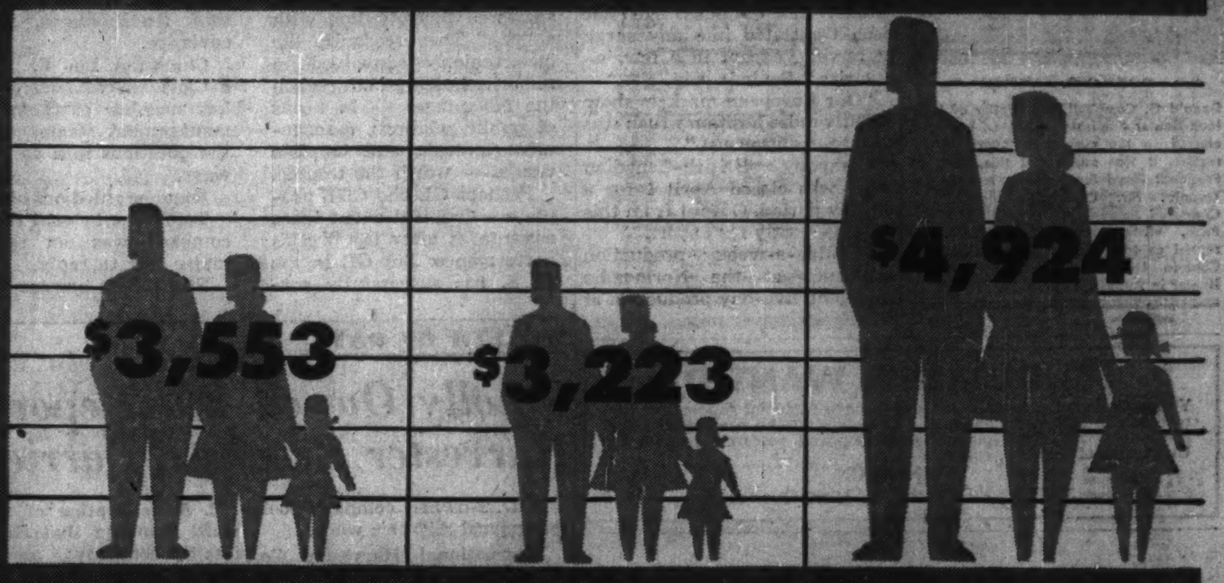

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IN CANADA

The revised edition of a booklet entitled "*Facts and Figures about Oil in Canada*" has just been published and is available for investors.

In concise table form this informative booklet shows the rapid progress of Canada's oil industry during recent years. Up-to-date figures give particulars of Canadian oil consumption, production; reserves, pipe lines, refineries, field prices; and price trends. Several maps are included to illustrate the petroliferous areas of Canada, the location of important oil fields and refinery centres, and the routes of the main oil pipe lines.

"Facts and Figures about Oil in Canada" is of particular interest to all who own oil securities and to anyone considering the purchase of such securities.

A complimentary copy will be sent upon request.

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How Electric Giants Compare

	Canadian General Electric			Canadian Westinghouse			General Electric (U. S.)		
	1958	1953	1948	1958	1953	1948	1958	1953	1948
Per com. sh.:	$								
Net profit ..	53.04	58.13	27.49	4.26	6.46	7.28	2.77	2.01	1.57
Dividend ...	12.00	12.00	8.00	1.00	2.00	2.00	2.00	1.42	0.60
Yr.-end eq'ty	552.98	366.29	221.98	81.08	66.19	43.14	15.30	11.46	7.11
Price range .	748-695	625-410	260-205	57-44	72-55	57-37½	79⅜-57	30¾-22⅛	14⅜-10½

INVESTMENTS:

Will U.S. Parents Listen To Minority Complaints?

By VINCENT EGAN

A SMALL board-room, a long table, some 20 men sitting around it.

That was the scene, one morning last week, for a real-life drama in which every Canadian investor has an interest.

The drama was a true classic, summing up all the familiar arguments for and against Canadian participation in U. S.-controlled companies here.

The occasion was the 1959 annual meeting of one of the two giants of our electrical industry — **Canadian General Electric Co.** All but 989 of its 188,845 common shares are owned by **General Electric Co.** of Schenectady, N.Y.

The meeting was held in the board-room. With GE holding 99.5% of its common stock, CGE doesn't need to hire a hall to accommodate its minority shareholders.

The two who came raised many questions. They favored broader minority ownership participation.

Fundamentally, there was nothing new in the minority shareholders' arguments, and nothing that has not been said already of many other Canadian subsidiaries of U. S. companies.

If companies of this type are ever to become more "Canadianized," the incentive will probably have to originate either in the companies themselves or on Parliament Hill, rather than in the heat of a shareholder-management fight.

As a GE officer said to a newsman after the meeting, "If you owned a good company, would you offer to sell it to someone else?"

Some U. S. companies have answered this question with a "yes." They recognize the inconveniences involved in minority holdings, but reckon the advantages — in terms of public relations, management outlook, and tangible results — worth the trouble.

Perhaps GE and CGE people are doubtful about these advantages after last week's performance. But GE in the U. S. has successfully survived the existence of 400,000 stockholders, and even boasts about them in a two-page spread published in U. S. magazines this past week.

CGE has made much progress in its Canadianization program. Inviting local owners to participate in its Canadian growth is a logical outgrowth of such a policy — even if they aren't always polite, and in some cases are a serious nuisance.

CGE is a company which has been putting increasing emphasis on Canadianization of its operation (**FP**, **May 24, 1958**). On the other hand, it has tended to reduce rather than increase Canadian participation in its ownership.

Most of the directors of CGE are company officers or officers of its parent company.

A minority of the directors are Canadians not otherwise connected with CGE — men like H. G. Hilton of **Stelco** and J. M. Breen of **Canada Cement.**

But at last week's meeting, at one end of the table, sat a stocky, bow-tied, gum-chewing Westerner with a powerful voice, whose connection with CGE was his ownership of two of the company's 188,845 shares.

D. K. Hochman, an aggressive Winnipeg appliance wholesaler, soon made it plain that his views on CGE policies conflicted with the majority's.

As the meeting went on, Mr. Hochman had more and more questions — some of them almost speeches — relating in some way to U. S. control of one of the most important corporations in Canada. They covered such things as subsidiaries, directors' shareholdings, press coverage.

Chairman Ian F. McRae, a Canadian who has been a key member of the present management team, fielded the questions in a variety of ways.

Some he ruled out of order.

To others, he said that the company was not required under law to reply.

Still others became lost as the exchange of words grew more heated.

President J. Herbert Smith interjected that CGE had been answering Mr. Hochman's letters since August, 1957 — 41 in all — "to the point where it is beginning to interfere with efficient operation of the company. I think the time is coming when the company should invoke the protection of the law."

Mr. Smith suggested that Mr. Hochman had bought his CGE shares only after the distributing company Hochman owned, **Allan Lyone Ltd.**, had been refused a CGE franchise.

Mr. Hochman agreed that the refusal had influenced his original decision, but that he had now come to believe that CGE stock had a true value of between $10,000 and $15,000 a share. The executor of his estate, he said, would be forbidden to sell his two shares.

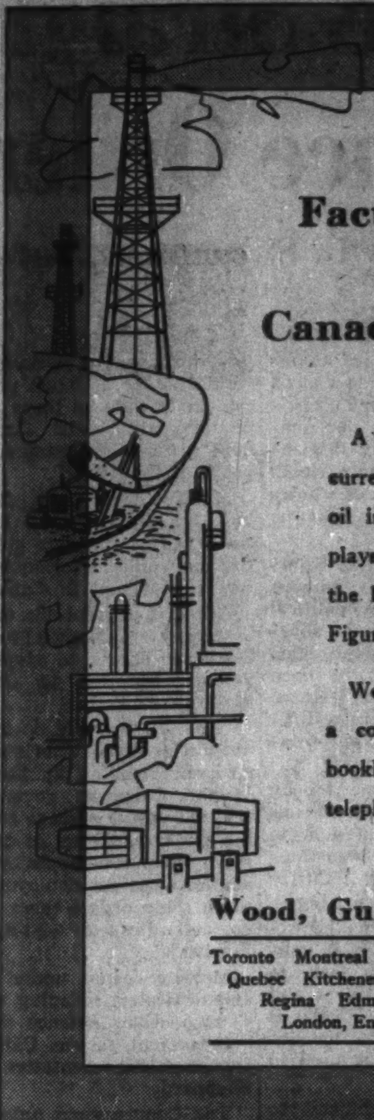
The one other outsider (except for the press), was Toronto broker, Norman Albert, representing holders of two shares. He suggested that the stock should be split and more stock offered to the public.

President Smith said the company hadn't considered a stock split. As for offering stock to the public, that decision was up to GE in the U. S., he said.

Normally, a CGE annual meeting might end a few minutes after it began, with those present accepting reports "as read" and asking no questions.

Instead, the 1959 meeting lasted more than an hour, and was never dull.

When it was over, no one had gained very much. One minority shareholder had put his criticisms on record, at length and with much heat, as he had come 1,200 miles to do. Another had put forward two suggestions quietly, with no more evident success.



Facts and Figures
about the
Canadian Oil Industry

A concise factual review of the current position of the Canadian oil industry and of the part it plays in our economy is given in the latest edition of "Facts and Figures about Oil in Canada".

We shall be pleased to send you a complimentary copy of this booklet on request by mail or telephone to any of our offices.

Wood, Gundy & Company
Limited
Toronto Montreal Winnipeg Vancouver Halifax
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Regina Edmonton Calgary Victoria
London, Eng. New York Chicago

Jamaica Utility Profit Up 19%

MONTREAL (Staff) — Net income of **Jamaica Public Service Co. Ltd.** (the operating subsidiary) for February, 1959, was £37,721, up 19.6% from £31,527 in corresponding 1958.

This brings net income for the 12 months ended Feb. 28, 1958, to £460,163, up 27.4% from £361,240 in corresponding 1957-58.

For the 12 months ended Feb. 28, 1959, net income applicable to common shares of **Jamaica Public Service Ltd.** (the parent company) was $1,114,531 or $2.75 per share, converted on a basis of $2.73 Canadian to the pound.

Cons. Paper Net Down in Quarter

MONTREAL (Staff) — Net profit of **Consolidated Paper Corp.** for the first quarter was $2,362,342 (46c a share) compared with $2,592,014 (51c) in corresponding 1958.

These figures are consolidated, subject to audit and — for March only — estimated.

Company expects more encouraging earnings for the remainder of the year.

IS
CONSOLIDATED DENISON
due to become
another ARGUS CORP.?

In the past sixteen months, the price of Argus Corporation on the Toronto Exchange advanced spectacularly . . . from $13½ to a recent high of over $40!

The same top-flight investment research organization which "discovered" Argus for its own private clients, now has some little known information on Consolidated Denison which could be worth hundreds, yes . . . even thousands of dollars to the bargain-conscious investor.

For your copy of our most timely and valuable comments on the outlook for Consolidated Denison, fill out the coupon — attach $1 — and mail at once.

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FP-4-18

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ANNOUNCEMENT

NEW M-H DIRECTOR

DONALD G. CAMPBELL

Donald G. Campbell, comptroller of Maclean-Hunter Publishing Co. Ltd., has been elected to the company's Board of Directors, it was announced this week by President Floyd S. Chalmers. A native of Toronto, Mr. Campbell obtained his Chartered Accountant's degree while with Price, Waterhouse and Company. He served as treasurer of Atomic Energy of Canada Ltd. before joining Maclean-Hunter in August, 1957.

Difficult '59 For Asbestos

MONTREAL (Staff) — This will be a difficult year for **Asbestos Corp.**, with final results possible somewhat under 1958 figures, President A. L. Penhale indicated at this week's annual meeting.

Long-range prospects, however, are more encouraging, he said.

"During the first quarter, there has been general improvement in the tone in the U. S. though this optimism has not been translated into any surge of buying, except in a few industries," Penhale said.

"Our European markets show slightly more hesitancy than was apparent a year ago."

Company's British-Canadian mine was closed April 1 for a 60-day period. Output from this mine is mostly for export.

Six-day-a-week production continues at the Normandie mine and five-day production at the King-Beaver mines.

SCHOLARSHIP WANTED

Young College Lecturer is anxious to have financial support for his research in Literary Criticism. For details of the project, and for references from both present employer and research director at University of Toronto, contact:—

JOHN ATKIN
38 Place du Marché, St. Jean, Quebec.

HOME OIL
COMPANY LIMITED
Highlights from the 1958
ANNUAL REPORT

The year 1958 was one of the best ever recorded by Home Oil Company Limited, despite the drastic curtailment of Alberta crude oil production.

- Proven and Probable crude oil reserves, as a result of Swan Hills development, increased by 71 million barrels — from 81 million to 152 million.
- Natural Gas Reserves, as a result of the discovery and development of the Carstairs Gas Field, increased by 190 billion cubic feet — from 305 billion cubic feet to 495 billion cubic feet.
- Natural Gas Liquids Reserves increased from 6,322,000 barrels to 13,118,000 barrels.
- The Company at year end held 1,044,073 shares of Trans-Canada Pipe Lines Limited, had rights to purchase an additional 158,666 at $15 per share.
- Home Oil's Cremona Pipeline Division had a daily throughput of 7,390 barrels from Harmattan-Elkton to Calgary. This was the highest average yet recorded.
- Home Oil participated as an equal partner with Texaco Canada Ltd., in constructing the 130 mile Federated Pipe Line from Swan Hills to Edmonton. The project cost $5,600,000 and is now in operation.
- Due to reduction in the price of crude oil and curtailment of market allowables, gross income from operation was cut from $9,097,000 to $7,510,000.
- Daily average production of crude oil was down to 6,770 barrels compared with 8,473 barrels in 1957.

HOME OIL COMPANY LIMITED
Head Office: 304 - 6th Avenue W., Calgary, Alberta

WEALTH OF DATA

Wholly Owned But Reports: Harvester Breaks a Barrier

A U. S-owned company took an unusual step this week.

International Harvester Co. of Canada, wholly owned by International Harvester in the U. S., published an annual report including complete balance sheet and income figures for the first time.

Most wholly owned subsidiaries of foreign or domestic firms refuse to publish any financial statements. A few give out a small amount of information through the parent company's report.

International Harvester's report is not only complete for 1958, but gives a wealth of statistical and financial data going back to 1904, the first year of operation.

In its foreword, the company explains the objectives of its new policy this way:

1. **A brief historical** presentation of the operations and organization;

2. **A description** of the forward planning that characterizes the company;

3. **A review** of the company's 1958 operations and comparisons with prior year's results.

Few publicly owned companies in Canada give their shareholders more complete information.

How Canadian 'Harvester' Grew

	1958	1954	1904
	$ Millions		
Net sales	119	92	0.5
Net profit	3.5	0.8	*0.4
Assets	83	69	4.4

*Loss.

Profits Here?

A regular listing of latest studies by investment firms.

MOORE CORP.—Merrill Lynch, Pierce, Fenner & Smith, 11 Adelaide St. W., Toronto.
CANADA BONDS—Nesbitt, Thomson & Co., 335 St. James St. W., Montreal
CANADIAN DELHI OIL—Equitable Securities Canada, 60 Yonge St., Toronto.
FORD OF CANADA — Merrill Lynch, Pierce, Fenner & Smith.
PRAIRIE PIPE MFG. CO.—Deacon, Findley, Coyne Ltd., 197 Bay St., Toronto.
INSTALMENT FINANCE IN CANADA—James Richardson & Sons, 173 Portage Ave. E., Winnipeg.
MONTREAL LOCOMOTIVE — Equitable Securities Canada.
STEEL CO. OF CANADA—Collier, Norris & Quinlan, 320 Bay St., Toronto.
INDUSTRIAL ACCEPTANCE CORP. — Merrill Lynch, Pierce, Fenner & Smith.

Closed-End Funds Discuss Merger

MONTREAL (Staff) — Merger talks are being held between directors of **United Corps.** and **London Canadian Investment Corp.**

N. K. Gordon, president of both investment trusts, confirmed the discussions but said the basis of amalgamation had not yet been decided.

At end of 1958, United Corporations had investments with a market value of $30.5 million. Outstanding are 52,237 Class A shares, $1.50 cumulative, redeemable at $30, and 959,160 Class B shares.

London Canadian has assets with market value of $10.8 million. Funded debt was $2 million 4% bonds, due July 1, 1959, and $371,060 3% notes, due Jan. 1, 1961.

Outstanding are 22,127 shares of $3 preferred stock, cumulative and redeemable, 24,025 Class A shares redeemable at $45, and 359,403 common shares.

New Issue

12,101 Common Shares
without par value

Dominion Electrohome Industries, Limited
(Incorporated under the laws of the Province of Ontario)

Offer of Additional Common Shares

The Company has issued to the holders of its common shares without par value of record at the close of business on April 1, 1959 transferable subscription warrants evidencing the right to subscribe for 1 additional common share without par value in its capital stock for each 10 common shares without par value then held, making a total offer of 12,101 shares. Subscriptions will not be accepted from any person resident in the United States of America or any territory or possession thereof but shareholders so resident may sell and transfer their warrants.

THE RIGHT TO SUBSCRIBE FOR COMMON SHARES AS EVIDENCED BY THE SUBSCRIPTION WARRANTS EXPIRES AT 4.00 P.M. EASTERN STANDARD TIME ON THURSDAY, APRIL 23, 1959.

Subscription Price: $25 payable upon subscription on the terms and conditions set out in the subscription warrants

The undersigned has agreed, under and subject to certain terms and conditions, to purchase any of the additional common shares not subscribed for by the exercise of subscription warrants. Copies of the Prospectus and other information concerning this offer may be obtained from the undersigned.

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KITCHENER HAMILTON BRANTFORD ST. CATHARINES FORT WILLIAM BOSTON PHILADELPHIA

April 1959

BANQUE CANADIENNE NATIONALE

Additional Capital Stock

Shareholders of record March 26, 1959; have received Rights to subscribe for additional shares of the Bank at $40 per share on the basis of three new shares for each seven held.

We recommend that shareholders exercise their Rights and subscribe for the shares to which they are entitled.

Other investors may purchase Rights through us at the market price and subscribe for the new shares on the same basis as present shareholders.

Any of our offices will be pleased to assist holders in the exercise of their Rights.

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HALIFAX BOSTON NEW YORK ZURICH

ANNOUNCEMENT

UNION CARBIDE ANNOUNCEMENT

F. PERRY WILSON
Executive Vice-President and Director

At a meeting of the Board of Directors held April 14, 1959, F. Perry Wilson was elected Executive Vice-President of Union Carbide Canada Limited according to an announcement by A. A. Cumming, President.

Mr. Wilson is also a Director of the Company.

IDB Loans Rise 1.5%

MONTREAL (Staff) — Loans and investments of **Industrial Development Bank** March 31, 1959, were $93,759,228, up 1.5% from $92,340,881 Feb. 28.

During March disbursements were $2,996,755 and repayments $1,578,408. This compares with $2,397,840 and $1,021,844 respectively in corresponding 1958.

In the first half of the Bank's fiscal year ended March 31, disbursements were $14,303,660 ($11,792,673 in corresponding 1957-58) and repayments $9,389,047 ($6,410,425).

Here is the comparative statement of assets and liabilities:

	1958 Mar. 31	Feb. 28
	$	$
Assets:		
Cash on hand & in bks.	29,357	162,765
Loans & invests.	93,759,228	92,340,881
Prop. held for sale	132,957	132,638
Guar. & u/w agrees.	18,740	19,544
Other assets	1,157,945	1,124,213
Total	95,098,227	93,780,041
Liabilities:		
Capital paid-up	25,000,000	25,000,000
Reserve fund	11,275,405	11,275,405
Reserve for losses	1,700,000	1,700,000
Bonds & debs. o/s	54,700,000	53,700,000
Liab. under guar. & u/w agree.	18,740	19,544
Other liabilities	2,404,082	2,085,092
Total	95,089,227	93,780,041

Our

April Securities Review

discussing the effects of the budget on security markets, is now available.

A copy will be forwarded upon request.

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98-17

Foreign Exchange Rates

Noon Value in Canada
Week Ended April 14, 1959

	U.S.$	U.K.£
Wed.	.96 12/32	2.71 6/16
Thurs.	.96 15/32	2.71 10/16
Fri.	.96 12/32	2.71 6/16
Mon.	.96 13/32	2.71 9/16
Tues.	.96 13/32	2.71 9/16
Ave.	.96 13/32	2.71 1/2

U.S. rate reported by Bank of Canada
U.K. bid rate reported by Toronto-Dominion Bank.

Note

By VINCENT EGAN

Despite its message of higher taxes and smaller cash deficits, the 1959 federal budget failed to do much for bond prices. The market for bonds, especially shorter maturities, has been a little weaker since budget night — which hardly augurs well for any new issue of Canada bonds.

Bondmen nevertheless continue to expect a new federal borrowing to meet the government's current cash requirements. It must come soon, they predict, to leave a reasonable interval before the $500 million refunding which must be timed to meet a July 1 maturity date.

* * *

When it was finally offered this week — after 11 weeks of rumors — the $25 million **Massey-Ferguson Ltd.** met a warm reception by investors. Offered at par of $100 by a syndicate headed by **Wood, Gundy**, the 5½% convertible preferred shares quickly went to 103 bid. Each share is convertible into six common shares until June 15, 1962, and five common during the following three years.

* * *

Wood, Gundy has also made a secondary offering of 80,000 of the new $5 par common shares of **Holt, Renfrew & Co.**, at $18¾. Until the end of last week, no trades in the new stock (listed Jan. 21) had been recorded.

* * *

It is believed that **Royal Securities** will offer $1 million **Northern Telephone** preferred stock in the near future . . . An offering of 500,000 shares of **Alminex Ltd.**, an Alberta oil company owned heretofore by a group of mining companies, will be made at about $4 a share by **Gairdner & Co.** . . . Annual reports of **Anglo-Canadian Telephone Co.** and **Inter-City Gas Ltd.** both refer to plans to raise new funds this year.

* * *

A two-for-one stock split is planned by **American Growth Fund Ltd.** of Toronto. President W. A. Manford says that the split reflects the 75% growth in share value during the past 18 months. Price has risen to $14.56 bid, from $8.28 Oct. 22, 1957; Dow-Jones industrial index, in the same period, climbed 45% from 419.79 to 609.11.

* * *

The newly created Montreal Metropolitan Commission will undertake its first public financing with a $6.9-million issue.

* * *

Montreal Trust Co. Multiple Pension Trust Fund reports yield of 5.36% on its $9.6 million fixed interest investments at March 31, and 3.18% on its $2.9 million equity portfolio.

Why They're Moving

Facts and comment on what's going on in the market and rumors behind some of the moves.

By RODNEY TOUCHE

Speculative interest in **Arcan Corp.** reached a new peak last week, with 176,202 shares traded compared with an average weekly volume since Feb. 1 of some 55,000. Stock jumped from $4.35 to $6⅛. It was lower this week at $5⅝.

Behind the rise (which began from a price level of 65c early December) are a few facts and a flood of rumors.

It is a fact that company president Robert A. Armstrong, chartered accountant and partner of **Armstrong Browne & Co.**, Toronto, was advertising last December for companies with which to merge Arcan Corp., a small Hamilton, Ont., manufacturer of materials handling equipment.

It is a fact that he has added to the board George Groship, assistant general manager of **Oshawa Wholesale Ltd.**, Toronto, and director of merchandising, Canadian Independent Grocers' Alliance.

It is a fact that he has added to the board, Phillip Owen, financial agent and journalist, who is president of **Eila Investments Ltd.**, Toronto, and controls some mining companies, including **Consolidated Regcourt Mines.**

(Common stock of Consolidated Regcourt rose from 70c early in December, 1956, to $1.89 in February, 1957. At the end of 1957 it was selling at 15c, its current level.)

Owen, in a statement to **FP** this week, said: "Arcan is building up an organization to distribute to and service grocery stores, particularly IGA stores, with non-food items; and to acquire manufacturing and processing plants in both the non-food and food industries.

"Each stage in these arrangements is subject to approval of the Toronto Stock Exchange. No stage has yet been approved.

"The key to the service and distribution is a contract with Canadian IGA and another with Oshawa Wholesale Ltd. under which Arcan will service some 400 IGA stores with non-food items, and in addition we will operate IGA's Family Dividend Plan and mail order divisions.

"There are 14 companies with which we are now negotiating. Two contracts have been signed, both subject to Toronto Stock Exchange approval. One is with **Bon Ami Ltd.**, Montreal, wholly owned subsidiary of **Bon Ami Co.** in the U. S., and the other is with Oshawa Wholesale Ltd. A letter of intent has been received from Canadian IGA with regard to a contract.

"There will be no difficulty about raising the money for these acquisitions. It has not yet been settled if financing will be by underwriting of shares or by a rights offering.

"Expansion of the materials handling operation of Arcan is expected to produce a net profit in 1959 of $100,000-$200,000."

At its early December stock level of 65c, the market placed a value on Arcan Corp. of about $445,000. At last week's high of $6⅛, the value was $3.2 million. Net profit of the company in fiscal year ended March 31, 1958, was $40,091. Net worth: $425,000 as of March 31, 1958.

* * *

Sharply increased sales of new cars is unevenly reflected in the stock prices of manufacturers and suppliers.

Production of cars to date this year has jumped 32% in the U. S. and 13% in Canada on year ago levels. **Ford** leads the Big Three in both countries in size of its increase—40.6% in the U. S. and 17.9% in Canada. In the U. S., **Chrysler** is up 19.5%, **General Motors**, 18.4%.

Stock prices of the Big Three in the U. S. were all near the $50 mark at the end of 1958. Recent prices show Chrysler up 17.2%, Ford (U.S.) up 16.7% and G.M., facing the prospect of government interference either directly or through **Du Pont**, down 7.5%.

In Canada, **Ford of Canada A** started the year at $108 and has risen 15% to a current $124¼.

This table shows the range of movement:

	Recent	Early Jan.	—1959 Range— High	Low	Output to Date 1958/59
	$	$	$	$	%
General Motors	46⅜	50⅛	50¾	45	+18.4
Chrysler	63⅛	53⅞	65¼	50⅝	+19.5
Ford (U. S.)	62¾	53⅞	62¾	50¾	+40.6
Ford of Canada	124¼	108	125½	108	+17.9

Canadian component suppliers are only thinly represented on the market and none has attracted much investment interest. **Auto Electric**, currently at $22, has shown the firmest move—from a low of $19 in early January to $23 in mid-March.

Auto Fabric Products, announcing income for 1958 of $40,267 compared with 1957's $14,253, reached $8 last week on a sales volume of 275 shares of A stock. Priced at $6 in earlier, infrequent trading, it later settled back to $7½.

Hayes Steel stock reached its biggest volume of 1959 one day last week when 750 shares were sold at $22. High point for the year was reached early January, with 25 shares selling at $25; low point was early February, 100 at $21.

Most fluctuating of this group is **SKD Manufacturing**, a supplier of steel stampings. Stock fell from $1.65 early January to $1.10 mid-March but has subsequently returned to $1.30. First quarter business was about level with last year, reports G. J. Knight, who took over as president last August. "But second quarter prospects look brighter. It looks like being a pretty fair year," he told **FP**.

* * *

Thin supplies of stock continue to bring rapid price increases in such stocks as **Great West Saddlery**, which had climbed last week to $89. This week came news of a proposed increase in authorized capital from 40,000 to 100,000 shares and a subsequent 10-for-1 split. Shareholders will vote on the proposal April 30. If approved, it will lead to authorized capital of 1 million shares, of which 398,710 will be outstanding.

General Development, which soared to $75 in mid-March, is now trading around $50. It began the year at $29½. **Prudential Insurance Co. of America** has disclosed that in connection with its purchase of a $10-million note of General Development, due April 1, 1969, it has acquired a warrant to buy 100,000 shares after April 1, 1960, at $38.50, and after April 1, 1964, at $48.

Earnings of $1.10 in 1958 compared with 99c in 1957 have been followed by a rise of **Investors Syndicate A** from $21¾ to $30¼ this year. **Cockshutt Farm Equipment** has slipped back $2 from its 1959 high of $16¼ despite news of sales to Canadian users increasing 65% in the first five months of its fiscal year compared with a year earlier. No figure was given for total sales.

Mercury-Chipman Knit, in receivership since 1955, traded 17,428 shares last week to jump from 25c to 60c. It was 45c this week. News is expected soon of a new group's plans to use the charter of the company.

Stock of **Maple Leaf Gardens**, at a timely moment in the Stanley Cup play-offs, reached a new high last week. Purchase of 77 shares at $25 was a clear advance on a previous transaction at $22¾.

Dividend Changes

A. J. FREIMAN—Common, 25c plus 62½c extra, payable May 1 to holders of record April 24; ex-dividend April 22. Common dividend increased to 25c per share quarterly; 12½c of extra being used to bring Feb. payment up to 25c, thus having the effect of making all quarterly payments to date in 1959, 25c. Recent price: $20.

MACLEOD'S—6% preferred, 30c plus 40c participating, payable May 15 to holders of record April 30, ex-dividend April 28. First participating dividend paid on stock. Recent price: $23½.

W. G. McMAHON—Class A, 25c payable May 1 to holders of record April 15. Total payable to date in 1959, 25c; total paid to same date in 1958, 12c; total paid in 1958, 24c. Bid: $5; Ask: $7.

W. G. McMAHON—Class B, 25c payable May 1 to holders of record April 15. Initial dividend.

NORTH AMERICAN FUND OF CANADA—Common, 4c payable April 20 to holders of record April 15. Initial dividend. Bid: $9.10; Ask: $9.90.

WOODWARD STORES (1947) — Class A, 20c payable April 30 to holders of record April 20; ex-dividend April 16. Total payable to date in 1959, 20c; total paid to same date in 1958, 18c; total paid in 1958, 35c. Recent price: $22⅞.

WOODWARD STORES (1947) — Class C, 20c payable April 30 to holders of record April 20; ex-dividend April 16. Total payable to date in 1959, 20c; total paid to same date in 1958, 18c; total paid in 1958, 35c plus tax-free stock dividend.

Newsprint Outlook Brightens

MONTREAL (Staff) — After an uninspiring first quarter, Canadian newsprint producers are hopefully watching the upswinging U. S. market for clues to:

—Timing of the expected sales increase.

—And, for some companies at least, whether an atmosphere is developing which eventually will permit price increases aimed at restoring some of the profits slashed away during the past two years.

There's lively hope for improved results in the last three quarters.

This is based on economies already being realized; and upon news of continued strong newsprint demand in the U. S. —which buys about 30% of Canada's annual output of more than six million tons.

Newsprint Association of Canada this week reported figures showing U. S. consumption up 5.4% in March from a year ago; and up 4.4% in the first quarter to 1.7 million tons.

U. S. consumer stocks have been thinned to 40 days' supply from about 50 a year ago.

However, Canadian production and shipments remained a little lower in the first quarter, off 17% and 3.3%, respectively, from corresponding 1958.

Canadian mills operated at 80.5% of capacity in March (87.2% in March, 1958) and 79.2% in the quarter (85.1%).

If the uptrend in U. S. demand continues, Canadian sales should benefit soon, one observer says. And reports from the U. S. are optimistic.

So far, Canada hasn't shared in the increase apparently because of increased sources of supply in the U. S. and reduction of consumer inventories.

It's estimated U. S. newsprint capacity jumped almost 25% from 1957 to 1959. This period of big growth is ending.

Exchange Factors Slice Earnings For Brazilian

Brazilian Traction Light & Power Co. unaudited net income in 1958 amounted to $11.1 million or 64c per share compared to $26.4 million or $1.52 per share in 1957, according to President Henry Borden.

The reduction in net income is primarily the result of adverse exchange factors, he states. The value used in converting cruzeiro earnings into U. S. dollars dropped from an average of 1.67c in 1958 to 1.02c last year.

The earnings of Brazilian's subsidiaries in Brazil were substantially higher in 1958 than in 1957 but not by a wide enough margin to offset the "depreciation in the value of the cruzeiro and the reduction in the volume of dollar remittances from Brazil,". says Mr. Borden.

During the year company's sales of electricity reached new highs and substantial progress was made installing new telephones and expanding modern long-distance facilities.

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The Editorial Page

The Deficit Is Cut But Costs Still Climb

The new budget won't irritate anyone on a grand scale; it just irritates everybody a little.

But Donald Fleming did cut firmly into the size of Canada's great deficit when many expected only a token reduction.

That is the best thing about this affair. The move should spike some of the inflation fears bred last year. There will be no need for such heavy government financing as in 1957-58 and so the central bank should be able to keep the lid on money supply.

In two things at least which he did not do, Mr. Fleming showed economic wisdom and political courage. He did not tinker with the dividend tax credit on stocks nor did he move into a capital gains tax — two schemes widely rumored in recent months.

We support the tax credit. We approve a capital gains tax. We hold these views not because they are probably shared by the well-to-do—we hold them because we are concerned with the growth and health of the economy as a whole. A move on these two things could have been presented as "good politics," but it would not have been good economics.

But it is fair to question how wise was the way a smaller deficit was brought about.

Mr. Fleming had two choices. He could shrink the national overdraft by pulling expenditures down toward revenues. That would be most desirable. Or he could push revenues up toward expenditures.

What he did was budget for outlays 8%-9% or $458 million higher than a year ago. Without tax changes — and despite better revenues from better business — this would have created a budgetary deficit every bit as big as last year's.

The painful way out was higher taxes. This proves anyway that we have to pay for what we apparently want — hospital insurance and bigger national debt, for example.

But in the interest of creating a healthy climate for sound business growth, it would have been better to have made stronger efforts to hold down spending, particularly those of a continuing nature. If this year's 8%-9% increase in government spending is any indication of things to come, the outlook is mighty discouraging.

Mr. Fleming's boost in corporation taxes, excise and sales taxes, will inevitably mean higher prices for most manufactured items — which makes his fretting about keeping our production costs competitive look a little fulsome.

Wounding the Goose

Ontario's pulp and paper producers pay a special logging tax based on income. This has the effect of pushing up the corporate income tax rate for these producers by as much as 5% of their income.

President D. W. Ambridge of Abitibi Power & Paper Co. told shareholders last week that this higher tax "forces the transfer of manufacturing to other provinces whenever and wherever this is possible."

Perhaps the framers of the Ontario tax law felt they had the companies over a barrel because, while the trees continue to grow, there's a limit to this shifting of operations away from the province.

However, they may have reckoned without some of the side effects. The industry claims that logging profit (against which the special Ontario tax is levied) is so broadly defined under the tax act that it includes net income from any manufacturing operation in which the raw material content is traceable to wood.

This tax treatment may produce a more serious loss to the province than the present favoring of mills outside Ontario when scheduling production

The pulp and paper industry, as it is developing now, is no longer a business which makes just pulp and paper. Its products now include building materials, alcohol, chemicals.

If Ontario retains its heavier tax burden, it may win a temporary revenue increase at the expense of potentially much more important revenues and employment in the future. The province's mills may continue to produce the basic pulp and paper, but further processing would be done outside Ontario.

Enticing Capital

The real way to save Newfoundland's economy — a project now generating great heat — is to find methods of force-feeding resource development.

In this difficult situation, Newfoundland has one high trump — its large undeveloped natural resources. Here it is rich indeed.

Last week FP's mining editor reported on the big development at Tilt Cove by Maritimes Mining.

A few years ago at this spot on the north coast, a handful of people eked out a living by fishing. Now it is a thriving community of 700 with all modern facilities.

Within a 60-mile radius, there are two more copper properties of importance to be developed when the time is right. A plan is being studied to build a steam-power plant using bunker oil. And in this general area it is easy to look ahead to one smelter to treat concentrates.

In addition, there is a large asbestos deposit being developed by a four-company international team. There are other mineral discoveries in the early stages of exploration.

Full exploration is only beginning.

But there are some things Mr. Smallwood could do to speed development.

A six-mile road would link Tilt Cove to La Scie, would provide a broader source of labor, permit movement of people between several small communities and reduce the need for building so many houses at Tilt Cove.

In the Bay d'Espoir area on the south coast, British Newfoundland Corp. is ready to develop hydro power. It needs only one sizable market before going ahead.

Can nothing soon be done to tie this in with resource development?

Other provinces have found it important and very rewarding to do some things to entice and encourage capital.

At Tilt Cove $13 million of mainland money is doing a lot for Newfoundland. The island needs more similar projects.

Atom Diplomacy

There was bad news for Canada's uranium business this week and U.S. "atom diplomacy" took an important new step forward when the U.S. Atomic Energy Commission and the European Atomic Energy Organization issued a joint invitation to industries in the U.S. and the six Euratom countries to submit proposals for atom power stations with a total generating capacity of one million kilowatts.

With two possible exceptions, where projects may be prolonged "to profit from future technical developments," all must be completed by Dec. 31, 1963. Contracts will be awarded by a joint U.S.-Euratom board of selectors.

Once approved, they will be able to take advantage of "special advantages," such as loans and financial guarantees.

U.K. and Canada are excluded from the invitation.

The fact that so large a program is to be started so soon means that virtually all the reactors built in the first stage of the Euratom program will be chosen by a committee in which the U.S. will play a dominating or major role.

If past practice is anything to go by, one may assume that public utilities that once become committed to a certain design of reactor will tend, in the long run, to stick by it. This is partly because they will have learned how to operate it and to deal with its various idiosyncrasies and also because they will have incorporated many of their own ideas.

Many students of international atomic politics foresaw this move and its consequences and this fact was in great measure responsible for the speed with which U.K. firms acted in Italy and in Japan.

The fact that reactors of the sort that U.K. firms are building can use natural uranium, the sort that Canada can supply, is a good thing. It is a pity that Canada's own plans for reactors that promise to burn natural uranium even more economically have not been pushed on more quickly so that they too could have achieved a foothold.

Most U.S. designs burn enriched-type fuels that Canada cannot supply.

Too Many Lawyers?

Business firms in Manitoba are being criticized these days because, it is charged, they are discouraging their employees from becoming candidates in the provincial election now under way.

The reason cited for this attitude is a reluctance on the part of the firm to be associated with any controversy in which an employee becomes involved. Since controversy is indispensable to politics, a firm with this attitude is bound to be wary of political activity on the part of its staff.

Not all business firms are quite so sensitive to controversy, and some will certainly give the public credit for being able to distinguish between the opinions of an individual and those of the firm he happens to work for.

But there is another and probably much stronger bar to political activity on the part of a senior or rising executive. By the time a man reaches executive level, a firm has invested in him a great deal of time and training. If he's any good at all, it needs his services full-time. If he isn't that good, it can't afford to employ him.

The pressure of modern business, and the key role of management employees, offer a sound explanation for the scarcity of businessmen in politics.

The fact remains that this state of affairs is turning the Canadian Parliament and legislatures into bodies that are less and less representative of the country as a whole. All 11 law-making bodies are dominated by farmers and lawyers with a sprinkling of self-employed. Since farmers and the self-employed are a rapidly dwindling proportion of the working population, the prospect in store seems to be government of the people by lawyers.

Lawyers are fine fellows, and a good lawyer gets a pretty broad knowledge of the lives and problems of other Canadians. But this is certainly not representative government as our forefathers envisaged it; and, if the actions of our politicians sometimes seem sharply divorced from the realities of Canadian life, perhaps this is the reason.

No single business firm can afford to engage (without an ulterior motive) in subsidizing a politically-inclined staff member by permitting his absence for long periods on parliamentary business and settling for second place in his attentions.

But business as a whole (and, for that matter, other groups) might well devote some thought to finding ways and means of making it possible for more varieties of Canadians to seek public office.

Enterprise In Education

One of the many advantages of living in a private enterprise economy is the fact that, when an urgent problem arises, it isn't necessary to wait until a government can be prodded into action before something is done.

A case in point is the widespread concern of parents and employers over the lack of meat and challenge in the scientific and mathematical education being offered to Canadian children. Eventually, school boards and departments of education will get around to improving the curriculum and teaching standards in these fields; but eventually, in these matters, is a very long time.

Fortunately, the concern exhibited by parents has prompted alert publishers of books and magazines for children, and alert manufacturers of toys and games, to rush into the breach with well-written, well-illustrated material, and well-designed equipment, for the youngsters with a bump of curiosity.

Since the goods are selling, the producers are making a profit — which they richly deserve. Since the information comes in the guise of out-of-school activity, it may be getting even more attention from the children than it otherwise would. Since the parents are paying hard cash for the books and equipment, they are taking a personal direct interest in what the children are getting out of it.

But most important of all is the fact that this is happening now, so the current crop of children can benefit, instead of having to wait for the inevitable lag between perception of a problem and government action to cope with it.

Post Scripts

MR. MERRILL

Forestry Expert

A "six foot four" professional forester who has been practising his profession for 34 years has been elected president of the 54-member company Ontario Forest Industries Association.

Julian Haskell Merrill, in succeeding Hobart H. Styffe of Port Arthur as president, will head an association whose member companies carry out logging operations on nearly 80,000 square miles of crown timberlands in Ontario.

The O.F.I.A. serves as the central agency for the 54 pulp and paper companies, sawmill operators and independent pulpwood producers. It helps solve mutual forest problems. Among these problems are the building of logging access roads and industry's role in the mammoth task of forest protection from fire, insects and disease.

Merrill, who is vice-president of woodlands, Great Lakes Paper Co. at Fort William, was born and educated in Maine, graduating in forestry from the University of Maine in 1924. His early years were spent in the northeastern states, Quebec, Newfoundland, Labrador and New Brunswick.

In 1937, he became assistant woods manager with the St. Ann Paper Co., at Beaupre, Que.; and six years later, joined Brown and Company at Berlin, New Hampshire. From there, in 1945, he went with the Brompton Pulp & Paper Co. (now St. Lawrence Corp.) as woods manager at Nipigon, Ont.; and in 1950, returned to Quebec where he joined Anglo-Canadian Pulp & Paper Mills Ltd. in the same capacity. He became associated with his present company in 1956.

Merrill has played an active role in Canadian forestry association work. He has served as chairman and vice-chairman and is presently a council member of the Woodlands Section, Canadian Pulp & Paper Association; is a member of the Canadian Institute of Forestry, a director of the Ontario Professional Foresters Association; and the Northwestern Ontario Timber Operators Assoc. He is director of the Port Arthur Chamber of Commerce, on the advisory council of the Fort William Branch of the Salvation Army, and a member of the Fort William Rotary Club.

* * *

MR. RICHARDSON

New Telephone Chief

New boss of Maritime Telegraph and Telephone Co., James Ernest Richardson at 48 is the youngest man and first lawyer to be elected to the presidency of this Nova Scotia utility.

Son of a Nova Scotian, he was born in Winnipeg in 1911 but went with his family to Halifax when he was one and one-half years old. Educated in Halifax city school system, he graduated from Dalhousie University in 1934 in arts, and in law two years later. Among his proud possessions is a 1936 Malcolm Honor Award, granted by the students themselves to the top, all-around student.

After a short stint with a city law firm, he joined the Eastern Trust Co. to become its Prince Edward Island manager.

When World War II began, he went overseas with the 26th Battery, 4th Field Regiment, Second Division, and served until VE Day.

Back in Halifax in 1946 he joined Maritime Tel. and Tel. as its first general counsel and secretary. In 1955 he moved up to the post of general commercial manager. In January 1957 he became assistant to the president, and in February of last year he was named vice-president and director. Recently he assumed the presidency, succeeding A. M. MacKay who remained as chairman of the board.

* * *

International Delegate

Next week 50 Canadian delegates will be in Washington to attend the 17th Congress of the International Chamber of Commerce. Heading the Canadian team will be Paul Bienvenu, president of the Canadian Council.

As president of Catelli Food Products and Habitant Food Products he has experience both as an exporter and an importer of specialized machinery.

Born in Montreal May 5, 1897, Bienvenu grew up in a banking atmosphere. His father Tancrede Bienvenu was one of the founders of the Provincial Bank of Canada.

After graduation from Quebec City's Laval University he studied to be a doctor. After 2½ years, however, he entered the Provincial Bank of Canada with the salary of $3 a week.

"It soon jumped to $10 a week," he recalls. "But it was not enough. You see I was in love with Miss Raymond Mericier, daughter of the head surgeon at Notre Dame Hospital and we wanted to get married."

During this time the senior Bienvenu had become owner of Catelli and Paul Bienvenu entered the food processing business.

Shortly afterwards—in May, 1923—he was married.

In 1928 when Catelli became a public company he was appointed managing director. He became president in 1946.

He was one of the founders of Canadian Food Processors' Association.

Bienvenu became a member of the Canadian Council of the International Chamber of Commerce in 1949. Since 1950 he has served as a director representing La Chambre de Commerce du District de Montréal, and in 1955 he was elected a vice-president. He was a representative on the Council of the International Chamber from 1955 to 1958 and was elected Canadian president March 5 this year.

During the coming year, as president, Bienvenu will be required to make at least one overseas trip and two across Canada.

His only regret: It will cut down the time he has to spend on Montreal activities, including the presidency of the Notre Dame Hospital and vice-presidency of Montreal Symphony Orchestra — and limit visits with his 16 grandchildren.

* * *

MR. LOWDEN

He's the First Canadian

A Montreal real estate man has been honored as the first Canadian to receive a vice-presidency in the American Institute of Real Estate Appraisers.

He is James Arthur Lowden, manager of the Manufacturers Life Insurance Co.'s mortgage department at Montreal with all operations in the province of Quebec under his jurisdiction.

Formed in 1933 the Institute of Real Estate Appraisers has 2,000 members, of which some 50 are Canadians. Lowden is a member of the governing council and vice-president for the Northeast Region.

He is past president of the Montreal Real Estate Board, the Appraisal Institute of Canada and the Society of Residential Appraisers and vice-president of the Canadian Association of Real Estate Boards.

Lowden was born in Arden, Man., in 1916. He was educated in Winnipeg and Regina, joined Manufacturers Life in 1933 and worked in Regina and Winnipeg branches before moving to Montreal.

During World War II he served with the RCAF as an operational pilot, flying from Great Britain.

An active athlete in his school days at Regina Central Collegiate, he played junior football and senior basketball and rowed and paddled with the Regina Boat Club. Now he curls at the Montreal West Bowling and Curling Club, plays a sound game of golf at the Whitlock and Dufferin Heights clubs, squash at the YMCA and frequently skis with his family on the Laurentian slopes.

He is married to the former Cecile Simpson of Winnipeg. There are two children, James, 14, and Blake, 11.

What Others Are Saying

Helping the Eskimo

Ottawa Journal

Former Commissioner Nicholson of the RCMP is to make his home in Ottawa and we may expect that in retirement his interest in public affairs will be continued.

One important office he has held — and we hope will continue to hold — is that of being a member of the Northwest Territories Council. At the last council session in Ottawa, he presented a detailed examination of the Eskimo problem which is and will continue to be the problem of fitting the Northern people into a new civilization without destroying their admirable qualities of independence, honesty, robustness and cheerfulness.

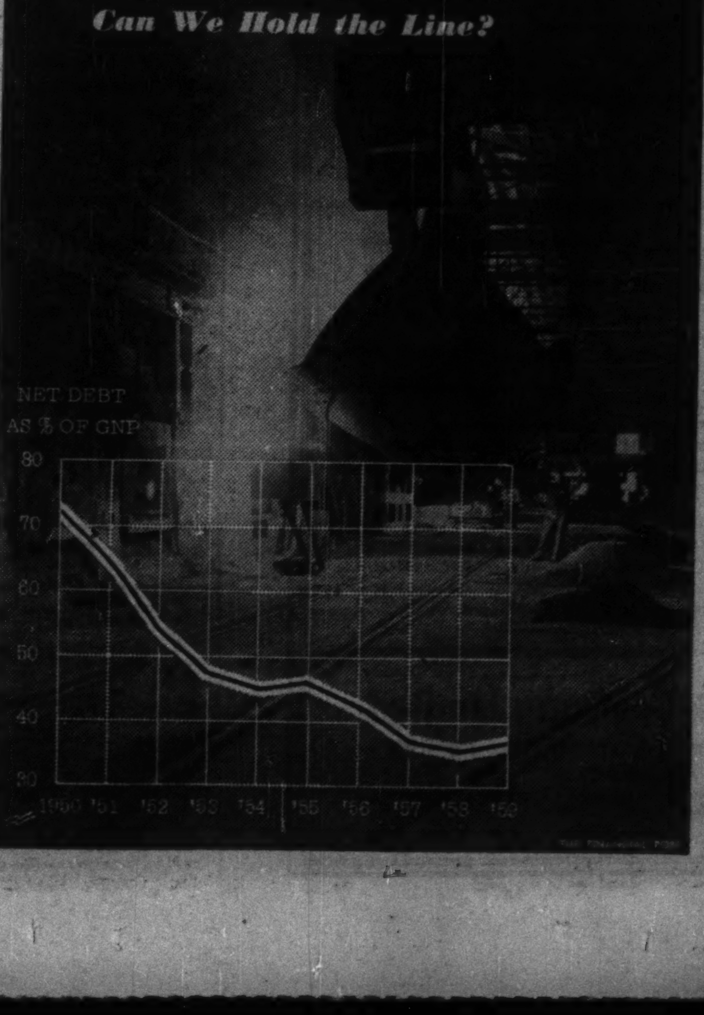
Anyone who can assist this transfer assists humanity and the nation. We can imagine no duty on which Canada could more advantageously seek to employ at least part of Councillor Nicholson's time.

CANADA IS SECOND-LOWEST among English-speaking peoples for bookreading, the **Comox District Free Press** points out. "Such literature as 'the cat jumps quick. He is my cat. I have a dog. The dog runs fast.' has little to give a child love of the written word. It isn't enough to get a child to read. We must get them to read material that is worth reading."

TRADING STAMPS are spreading in Eastern Canada and soon may reach the West, says the **Calgary Albertan.** "The smart housewife will do her household shopping where she can get the best value for the best price and her premium will not be stamps but money. Then with that money she has a much wider choice of goods to buy than if she had taken her premium in stamps."

NOW THAT CONSTRUCTION has actually started, westerners are not so sure of the value of the South Saskatchewan Dam project for irrigation. Says the **Western Producers** of Saskatoon: "Let's be completely realistic about this. Development will begin with the relatively small acreage which the provincial government is committed to have prepared for irrigation as soon as water is available. Further irrigation will take place as markets for the products of irrigated land develop. In other words, having licked the first limiting factor in dry land cropping, that of moisture, we face up to the new top limiting factor . . . markets."

LIQUOR LAWS are debated and revised by other provincial legislatures but not in New Brunswick, declares the **Fredericton Gleaner.** "Minority pressure groups see to that. 'Temperance' advocates, organized and vocal, keep this vital issue from the floor of the House and make sure that New Brunswick's outdated, crime-fostering liquor legislation stays in the statutes unchanged."



Napier Moore's

Scratch Pad

MORE OFTEN THAN NOT, the downtown temperature in the Bahamian city of Nassau is in the low eighties. Even when it hits the middle and high eighties, in the Supreme Court, judge and barristers wear wigs and gowns. For regular sittings of the House of Assembly, members turn out in formal morning attire. Bankers, businessmen, lawyers and merchants go to their offices in suits and wear collars and ties.

Male winter residents—English, Canadian and American—going to the Post Office or doing their shopping, may appear on Bay St., the main thoroughfare, clad in sports shirts and trousers of bright hue—blue, yellow or brick-red. Their women folk wear the same sort of light, summery dresses one would see in any Canadian city on a hot day.

It's the tourist from cooler climes who provides Bay St. with fantasies in attire to be seen nowhere else in the world—particularly the short-stay visitor from a cruise ship.

Despite shipboard notices politely intimating that too much brevity of apparel is not regarded with favor by the Bahamian populace, some cast off more than their inhibitions and parade the street almost as scantily clad as a show girl in the Folies Bergère, but without the latter's shape.

Only a psychologist could explain the female I saw today. Two hundred pounds of her, with a stern resembling that of Nelson's "Victory," wearing nothing but a tight fitting pair of very abbreviated shorts and a white cotton brassiere—this topped by a "Nassau hat" patterned after an upside-down cow.

* * *

NATIVE BAHAMIAN STRAW workers make lovely things such as handbags adorned with beautiful shell work. But for the tourist trade they also make utterly fantastic hats. Some of them are three or four feet tall. Others have weird protuberances. The type of tourist to which I refer makes a bee-line for them. And they wear them.

Form and flesh revealing females aren't the only eye-sore on Bay St. Male visitors go haywire too. This morning I passed a crew-cut young man ambling along the pavement in his bare feet. Chewing cigars, elderly gents with vast bellies wear ridiculous shorts and go into shops with their flimsy shirts open to the waist.

On the street they never stop taking each other's pictures. In color. Miles of film are consumed daily.

It is all a form of exhibitionism which wouldn't be tolerated in the "lil-ol" home town in Wisconsin, Michigan or Kansas.

* * *

LOCAL FASHION NOTE in a Nassau Guardian report of a stylish wedding: "The bride wore matching Peau de Soie gauntlets with the gown and carried a spray of Amazon lillies with an Orchard centre."

* * *

THE OTHER DAY I lunched with a top executive of B.O.A.C. I wouldn't want his job. In a highly competitive business, speed is becoming so great a factor that an aircraft such as the Comet which is breaking world records today will be obsolete within a year or two. With an eye to the not-distant future, B.O.A.C. is already committed to newer type jets to the tune of some $375 million. Operating costs provide a problem second to that of speed. And I don't include such things as meals. In the case of Trans-Atlantic flights at any rate, within a few years they'll be so fast that there will hardly be time to serve a meal.

* * *

GWENDOLYN IS A GOAT. Having some talent as an actress, she was hired as an extra in a film being made at the Shepperton studios in England—a film to be called "Jet Stream."

Between scenes, Gwendolyn got into the cutting room and devoured 10 yd. or more of the previous day's "rushes." This necessitated a retake at a cost of $1,200.

A critic, perhaps, as well as a goat.

Stop Me If . . .

Having noticed that the minister invariably read his sermons, one young member of the congregation arrived early and, unnoticed, removed the last page from the manuscript lying on the pulpit.

As usual the minister commenced reading his sermon. The last line on what was now the final page ended with these words, "So Adam said to Eve . . ."

Lifting the page there was, of course, nothing left. He riffled through the other pages, gained a little time by repeating: "So Adam said to Eve . . ." and then in a low voice, but one which the amplifying system carried to every part of the church, added, ". . . there seems to be a leaf missing."

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April 18, 1959

Bruce Hutchison Writes

Budget Shows Double Courage: Admits Mistakes, Faces Facts

It means that as a people Canadians are at last facing up to life . . .

By BRUCE HUTCHISON

THE Diefenbaker government showed two kinds of courage in its new budget.

It had the courage to admit that its earlier promises of higher spending and lower taxes were impossible, even if it sincerely believed them when they were made.

It also had the courage to rectify those mistakes, partially at least, by levying new taxes that undoubtedly will lose votes in the short run but may well win them in the long run.

After nearly two years of confusion, this government is taking hold, is clarifying its own mind and trusting the good sense of the public mind in the face of bad news.

A resulting gain in the nation's morale and confidence is more valuable than any direct gain in such things as bond prices and interest rates.

The budget and its reception by the public are more important psychologically than financially. They mean that as a people we are at last facing up to the facts of life. It was about time.

The exact figures of the budget don't matter much. The vital change in our affairs is that the aberrations of recent times have been recognized as such; that after a long detour the return to financial sanity has begun.

To be sure, it has only begun. We are a long way yet from a balanced budget, even in a year of good business, and still further from the day when we can start to pay off some of our new debt.

But in the most significant passage of his budget speech Mr. Fleming announces that at the proper time he will collect more money than he spends and use the surplus to reduce debt.

Courage in a finance minister could hardly go further. For this statement flatly repudiates the long Conservative attack on the former government for doing precisely what Mr. Fleming promises to do now. The legend of "over-taxation" in boom times is officially buried. Let it rest in peace.

Only Parliament takes much interest in these postmortems and partisan debating points. The past excites the politician but the present and the future concern the average citizen.

For the present he knows that he must pay more taxes. Has he thought about the future fact hidden in the budget's maze of figures, the sovereign fact?

It is that the budget puts us on a permanently higher level of taxation, as permanent as anything can be in government.

No doubt it will be argued, especially at election time, that an expanding national income and revenue yield will assure a lower tax rate later on. Quite possibly, indeed, there may be a tax cut before the next election (for sound economic reasons having nothing whatever to do, of course, with votes.)

BRUCE HUTCHISON

In the long run, however, unless an outbreak of peace reduces our defence costs drastically, this generation need look for no large tax relief.

We are committed, first, to an automatic rise in costs, especially for social services. Any finance minister must live perforce on an escalator.

Second, we may be sure that if the national government takes a smaller share of our increased income the provincial or municipal governments will manage somehow to increase their share to support continually expanding state services of one sort or another.

If the national government retreats from any tax field the provinces will advance into it if they can or, alternatively, will ask, and already are asking, for more federal subsidies. Whenever the provinces get more money the hard-pressed municipalities will expect and will certainly need their cut.

By the political law of supply and demand the public, in its present humor, will demand all the supply of money available for state spending, maybe more as in the last two years.

The current scale of spending on three levels of government has demonstrated what the political traffic will bear. It can bear even the recent tax increase.

We shall be naive to suppose that, having established this spending rate and proved that it is politically tolerable, government will not maintain it.

The current rate, if not a higher rate, is evidently what the public wants, as indicated by the free decisions of democracy. The public may be right or wrong about this but its wishes, or the wishes of a majority, cannot be doubted.

We are stuck, by our own majority decision, not with just a temporary budget dilemma, which will pass, but with a fixed higher standard of public living. It must be supported by honest taxes or by the dishonest taxes of inflation.

The vital change in our affairs is that after a long detour the return to financial sanity has begun.

The tune has been called and the piper must be paid. Mr. Fleming deserves our thanks for telling us so.

Some people may reply that the public did not really call this tune in the last two elections because it was led to expect more state service at less cost. That, I think, is a superficial view.

In truth, a public majority, though somewhat bewildered by a set of loaded figures, used the rough and ready communication system of democracy to declare its desire for more state benefits whatever the cost might be.

It wanted hospital insurance, higher pensions, larger provincial subsidies and various costly services and it was determined to get them under one government or another.

The will of the majority on that score is undeniable. Only a small minority, I feel sure, really supposed for a moment that in calling for a faster tune it could escape a higher fee. The majority is too smart for that.

No, the public got, as closely as the democratic process allows, what the majority wanted. It cannot complain when the bills come in.

Actually it doesn't seem to be complaining much and this is the most hopeful fact of our democracy, the real test of the budget. The Canadian people are not as stupid as some politicians sometimes imagine in moments of despair.

They knew, whatever they might say in the enthusiasm of an election, that they could not long continue to live on loans and printing-press money.

For that reason, and that alone, the present tax increase is practical politics. (I suspect that an even stiffer increase would have been practical politics and sound business as well, now that any thought of economy has been abandoned.)

As usual in a crisis the people, once they know the facts, reveal a shrewd horse sense often overlooked in parliamentary debate.

With no clear idea of the detailed figures but with a sure instinct in essentials, the people probably showed more logic than the politicians in the period of financial disorder now apparently passing.

For all the confusion, distortion and fancy electoral footwork by both parties in the last two years an inner social logic was at work.

Whether you like it or not, the logic of our society is a greater dependence on the state and less on the individual, a large fraction of our income spent by government, a smaller by the citizen.

The final proof of this logic is the willingness of a public majority to pay these heavier collective costs.

By the same logic there is a limit on the public's willingness and it may well have been reached in the new budget.

At any rate, the budget is useful mainly because it admits at last the simplest of all political facts—that big government costs big money, paid by everybody from the millionaire to the poorest cigaret smoker.

When it realizes that even yet, with its new taxes, it is not paying the whole cost out of income the public perhaps will pause, for a little while at least, in its demand for more state services. If so, the budget may be judged later as one of the most important in our history.

$250 Million Spend-Spurt For Prairies?

That's the boost for the economy, if farmers deliver their grain surpluses . . .

From Our Own Correspondent

WINNIPEG — By end of the 1958-59 crop year on July 31 Prairie farmers will have been able to convert their piled-up surpluses of marketable farm stored grain into $250 million cash on the line or maybe more if they want to deliver it.

With surpluses dwindling the last two years, an official of the Canadian Wheat Board has indicated that all grain on farms will be delivered in the next three and a half months.

This means that producers can market all the grain they have on their farms if they want to.

All may not want to make delivery this crop year.

Because of tax considerations and other reasons some farmers may not want to clear their bins.

This is usually the situation in western Saskatchewan and southeast Alberta where normally there is always a concentration of farm-stored grain. This may occur again this crop year and might be something between 80 million and 85 million bu.

It all depends on what the producers want to do.

The bulk of the marketable grain now on farms is wheat. About 60% is in Saskatchewan, 23% in Alberta and 17% in Manitoba.

At July 31, 1958, the wheat carry-over on Western farms was 201 million bu. At the same date the previous year it was 315 million bu.

The 1958 Prairie crop of 343 million bu. brought total farm supplies at start of the present crop year to 544 million bu.

Of this 194 million had been delivered at April 1. Another 75 million is estimated as the year's requirement for seed and feed.

Even though farmers may be able to deliver all their stocks, grain authorities here estimate there will still be a carry-over of maybe 80 to 84 million bu. in the usual concentration areas of western Saskatchewan and southeast Alberta.

Thus marketings already made, reservations for feed and seed, and possible hold-backs by producers who may not elect to deliver, account for 353 million bu.

This leaves 191 million bu. of farm stocks nearly certain to come in the next three and a half months.

If all this is delivered as expected — and deliveries could be considerably more if producers don't hold them back — farmers will get the fixed initial wheat payments of $1.40 a bushel basis No. 1 Northern, Lakehead, a smaller payment for lower grades, on at least 191 million bu.

In addition there are unmarketed farm stocks of oats and barley with respect to which farm consumption is always the big factor.

Taking into account farm-stored stocks of all grains the producer income usually averages out at about $1 a bushel.

Thus anticipated deliveries of all grains will mean a distribution of from $250 to $275 million to Prairie farmers between now and July 31.

For the first time in years, a crop year will end with all grain off the farms excepting what producers can't or don't want to deliver.

The clean-up will be general with possible exception of surplus stocks in some parts of the Palliser Triangle.

By end of the crop year harvesting of the 1959 crop will be well under way.

To what degree it may affect the situation remains to be seen.

Whatever happens the problem then will be available elevator space to receive whatever quotas are allowed.

All the 350-million bu. usable capacity of country elevators will be required to take in grain marketed between now and July 31.

Exports of wheat and wheat products for the 1958-59 year are expected to reach 300 million bushels. Up to April 1 they were 185 million.

Moncton to Get Development Unit

From Our Own Correspondent

FREDERICTON—Two bills, approved by the corporations committee of the Legislature, set up and provide financial assistance for **Moncton Industrial Development Ltd.**, a civic undertaking designed to attract industries to the city.

Moncton City Council would be allowed to guarantee Moncton Industrial Development bonds or debentures up to $500,000.

The company will be managed by a board of directors consisting of the mayor, city clerk and chairman of the advertising and industrial committee of the council, three members appointed by the Moncton Trade Board, and one by the provincial Industry & Development Department.

Fine Paper Still Perking

MONTREAL (Staff) — The health of the fine paper industry continues to improve.

Production in this important pulp and paper field during February was 22,259 tons or 9.5% higher than in the same month a year earlier.

Total for the first two months was 45,275 tons, up 10.2%.

Shipments rose 9.3% in February, 4.9% for the two months. Both exports—about 5% of the total — and shipments to Canadian consumers were higher.

Fine Paper Sales Improve Outlook For Abitibi

An improvement in the newsprint industry during 1959 can reasonably be expected, President D. W. Ambridge told shareholders at the **Abitibi Power & Paper Co.** annual meeting.

Consumption in the U. S. in the first two months of this year increased by nearly 4% over January-February, 1958, he noted.

"In the fine paper section of the Canadian industry, business is very good," Mr. Ambridge said. "Prices have risen moderately since the first of the year and volume is excellent."

Abitibi's three fine-paper mills are "doing an excellent job" from standpoints of both production and quality, the president said.

First-quarter sales of Abitibi's newest product, Platewood, were substantially higher than a year ago. But company's building products division is still running below capacity in some products.

The new mill at Alpena, Mich., "is running very well indeed," Mr. Ambridge said. The new Fort William newsprint machine, put into operation recently, should reach normal efficiency within the next few weeks.

Bank of Montreal

Bank of Montreal has offered its shareholders of record April 17, 1959 rights to subscribe for additional shares at $32 per share on the basis of one new share for each eight shares held. The rights will expire on July 10, 1959.

We recommend Bank of Montreal shares for investment. We also suggest that where possible shareholders exercise their rights and carefully consider the present offering as an opportunity to further increase their shareholdings in this outstanding bank.

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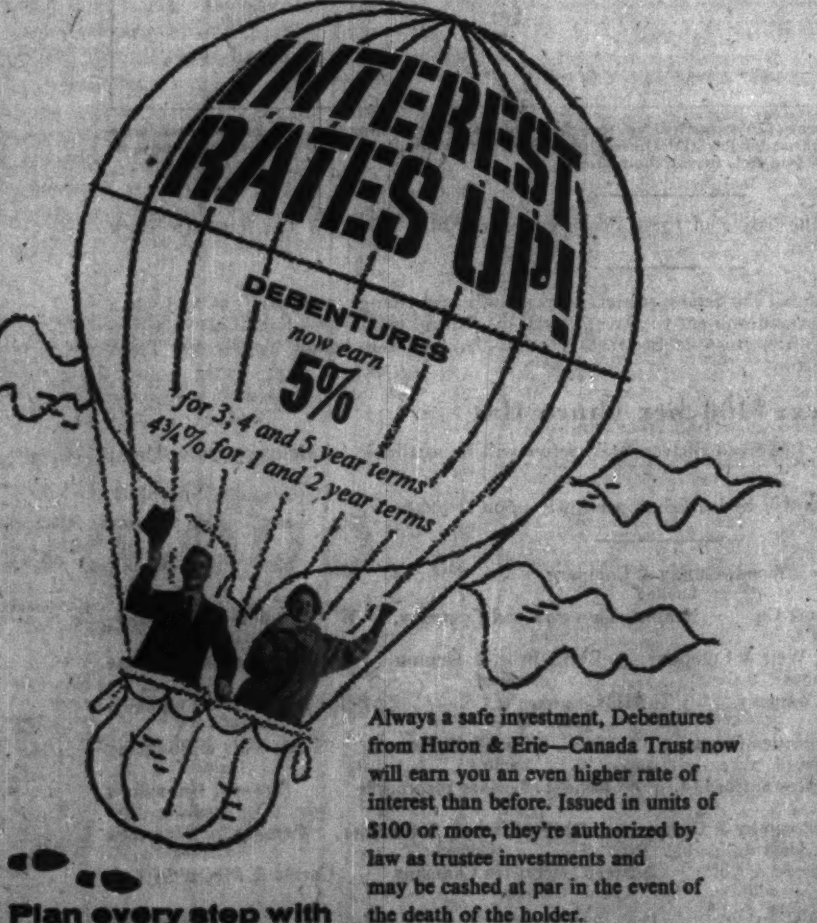

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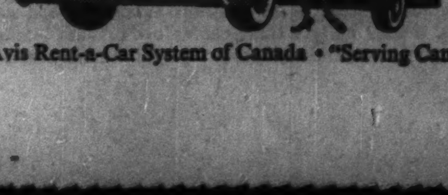

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The Gewa Tree And Canadians Help Pakistan

Isolation and tigers: They're just a few of the problems facing Canadian experts building a pulp and paper plant in East Pakistan . . .

From Our Own Correspondent

VANCOUVER—Canadian engineering know-how and the Gewa tree have given Pakistan a healthy push along the road to industrialization.

Within about two months the Khulna paper plant in East Pakistan will be in production, a $25-million project designed and built by Canadians, and initially to be managed and run by Canadians.

They were called upon to whip a host of problems in bringing the project this far—everything from the toughest of communications problems to man-eating tigers.

The Canadian companies on the job: **Sandwell & Co.**, of Vancouver, **Balfour Beatty (Canada) Ltd.**, of Toronto, and **Provincial Engineering Ltd.**, of Niagara Falls.

The Sandwell company was engaged by the Pakistan Industrial Development Corp. early in 1954.

It surveyed the Sundarbans forest area and proved up the economic feasibility of the paper plant, designed the plant and selected the machinery for it.

The Sandwell organization also will recruit staff for the plant and manage it for about two years while Pakistani understudies prepare to take over.

SANDWELL

Balfour Beatty and Provincial Engineering share the general contract for erection of the mill, which will have annual capacity of 23,000 tons of newsprint and 12,000 tons of printing paper. Pakistan now imports about $8 million worth of such papers annually.

Sandwell's project engineer on the job was Donald P. Wyness, graduate of University of British Columbia. Before joining Sandwell in 1951, he was with **Granby Consolidated Mining, Smelting and Power, Vivian Engine Works** and overseas with RCEME.

He worked on pulp and paper projects in British Columbia and New Zealand before drawing the Khulna assignment.

Wyness and his fellow Canadian workers have had their share of grief on the job.

Typical of the unusual problems facing them are the facts contained in this laconic statement in one of Wyness' reports:

"Man-eating tigers and crocodiles, along with deer, pigs and monkeys, inhabit the Sundarbans.

"Last year about 70 people were killed by the tiger, but no count was made of those who disppeared down the gullets of the crocodiles."

Khulna is located about 70 miles inland from the northern shores of the Bay of Bengal, about 70 miles due west of Calcutta.

It is located in the delta of the Ganges and Brahmaputra Rivers, which confronted the Canadian engineers with flooding and foundation problems.

Some 1,600 concrete piles, 26 ft. in length, were sunk in the ground to support the mill structures.

Results of the preliminary drilling to test the soil were received after 10 months—rather than the expected two months—because of lack of shipping space out of Karachi and "an unexpected diversion of equipment."

Being a delta, the surrounding area is interlaced with waterways—the area's principal transportation routes — and about one third of the Sundarbans forest of 7,000 acres is covered with water.

During high spring tides and with rain and favorable winds, the waters of the Bay of Bengal cover the forest floor to a depth of eight to 12 in.—"a serious handicap to the harvesting of the tress," as Wyness points out.

Paper mills require huge volumes of water, and here the Canadian engineers were confronted with another problem. Deep wells produced salt water, which was unsuitable.

They finally settled for water from the immediately adjacent Bhairab River.

Although slightly saline and somewhat dirty, it was found suitable after chemical and other treatment.

The first construction difficulty, said Wyness, was the shortage of materials.

Cement and bricks were the only materials produced in Pakistan which were suitable for a mill of the Khulna project's size.

The columns, beams and floor slabs of the main mill building are of reinforced concrete, and the wall panels are of brick.

The bricks, says Wyness, were of poor quality, but adequate.

The Pakistanis manufactured them locally in rudimentary, beehive-type kilns.

Even the Khulna project's primary raw material — the Gewa tree—is something of a problem tree, the Canadians discovered early in their investigation of the project.

Referring to what he called "troublesome features" of the tree, Wyness explains that between the bark and the wood it produces a latex-like fluid which irritates the skin and can cause temporary blindness if it gets into the eyes.

After a period of working with the wood, the Pakistan loggers become immune to the skin irritation but always carefully shield their eyes.

The Gewa's root system grows pneumataphors, or vertical spikes, to a height of 12 in. to 14 in. above the ground.

These are believed to be "breathers" which prevent the tree from drowning when the forest floor is flooded.

These, says Wyness, are so numerous that only an experienced Pakistani woodsman can make his way through the forest with ease.

Communications has probably been the biggest problem. Mill machinery came from a variety of manufacturers, hence cables and mail regarding the project came variously in Finnish, German, Swedish, Urdu and English.

They faced a massive translation problem.

WYNESS

Letters moving between Sandwell headquarters in Vancouver and Khulna took about 10 days in transit.

Add the time required to obtain information requested in a query and a month had elapsed before a reply would be received.

It usually takes three to four weeks—although sometimes as long as two months—to complete a communication with a European supplier.

Construction originally was scheduled to be completed this month, with the start-up scheduled for May.

Now, however, according to Sandwell spokesmen in Vancouver, production "will probably begin in a couple of months."

P. R. Sandwell heads **Sandwell & Co.** He was chief engineer of the **Powell River Co.** before he founded the consulting firm.

Mobile Homes On Boom Trail

By FORBES GILBERTSON

Sales of mobile homes in Canada hit $35 million in 1958, should go higher this year.

Six years ago, sales were only $5 million a year.

This week's Canadian Mobile Home Show in Toronto has 75 units on display; had 10 units six years ago. Value of the 75 units: $500,000.

Signs of growth:

- **There are now 15 manufacturers** of mobile homes in Canada, most of them in Ontario. Last year, three new manufacturers entered the field, and the number will continue to grow in an already hotly-competitive field.
- **Number of sales outlets** across Canada has increased to around 200.
- **Only about 15% of units made are trailers** in the old-fashioned sense, overnight cabins on wheels. About 85% are literally mobile homes, which stay in one location for periods up to two years.

The trailer of yesterday averaged 14 ft. to 20 ft. in length, was towed behind the family car.

Today's mobile home ranges from 14 ft. by 8 ft. up to 50 ft. by 10 ft. Most popular sizes: 41 ft. to 46 ft. long.

Who buys them?

Generally people who are employed in fields which keep them moving every year or so. Examples: Workers in pipeline and other construction fields.

Mining men are among the heaviest buyers of mobile homes. Elliot Lake and Blind River have around 8,000 people living in wheeled houses.

Elliot Lake has several mobile home parks. Many mines have their own, some of which hold up to 250 units.

Another major distinction between a mobile home and a trailer:

The home must be hooked up to sewers or septic tanks, must have running water and a permanent source of electricity.

Ontario and the Prairies have the majority of units sold to date. About 50% of units are still imported, mainly because some U. S. manufacturers are very close to Canadian markets.

Today's mobile home is generally too long and broad for trundling behind a car. Consequently, towing services are available which, on 24 hours notice, will move your unit 400 miles for about $100.

Cost of a 14-ft. home is around $1,000. Included: beds, icebox, kitchen cupboards, breakfast nooks, cook stove and oven.

Larger units cost from $3,000 to $10,000 with most popular about 41 ft. long, costing around $5,500. Included in the latter: Kitchen chrome set, 10 cu. ft. refrigerator, automatic washing machine, electric water tank, twin sinks, cupboard space equivalent to six-room house, two bedrooms, four-piece bathroom with tub and shower, oil furnace, underfloor forced air heating.

Some units at this year's show have fireplaces, automatic washers and dryers.

Weights range from 1,800 lb. to seven tons.

How you can pay for one: Larger units can be financed for up to five years with downpayments from 25% up. Banks and finance companies handle such financing.

In the U. S., it's estimated that around three million people live permanently in mobile homes.

In Canada, sales really began to pick up in 1952, have been growing rapidly ever since.

Manufacturers see retired people as a large, untapped market in Canada.

While body structure has remained more or less the same (aluminum shell with high-grade plywood interiors), mobile homes have changed tremendously in "livability."

A few years ago, a 30 ft. by 8 ft. home was considered large. Now a 41 ft. by 10 ft. home is common — and they're getting more comfortable every year.

Biggest problem as seen by mobile home makers and dealers: Lack of adequately-equipped parks.

In the west, municipal governments have taken a much more realistic view than in metropolitan areas like Toronto. There are many properly-equipped parks in the west.

In Toronto suburbs, one major dealer told **FP**, there are about 12 parks. Most, he charged, are not fit to handle mobile homes. Sewage is inadequate. Home owners are charged up to $50 a month for poor facilities, while the park only pays the municipality $10 a unit per month.

Through the Canadian Mobile Home Association, he said, there are people with large sums ready to develop such parks properly.

Southern Canada Net Profit Rises

MONTREAL (Staff)—**Southern Canada Power Co.** reports sharp increase in electricity sales lifted net profit for the first two months to $364,911 or 2.3% higher than $356,744 in corresponding 1958.

Electricity sales jumped 10.4% in the first two months to $2,248,976. Gross earnings rose to $2,283,135 from $2,075,734 a year earlier. Expenses, including interest and depreciation, were up to $1,555,000 from $1,372,659.

Virtually all company's common stock is owned by **Shawinigan Water and Power Co.**

Huge Gas Find In North B. C.

(CONTINUED FROM P. 1)

sociated with the Gulf States exploration program won't comment on the rumor.

At the same time, the remoteness of the exploratory play makes it difficult to check.

Gulf States Oil Co. and Western Natural Gas are controlled by the big El Paso Natural Gas Co., Houston, Texas.

Fargo Oils has major interests in acreage only three miles from the discovery well. **B. C. Oil Lands** and **Prairie Oil Royalties** have recently picked up land nearby.

Westcoast Transmission Co. officials are watching developments closely. The reported find is some 200 miles north of their extensive gas gathering system which hinges on the Fort St. John area.

Westcoast wants to tie into major new gas fields and would rapidly extend its gathering system northward if the new find proves a major one.

ANNOUNCEMENT

I.A.C. APPOINTMENTS

D. O. McCORMACK W. V. DALY

D. O. McCormack, whose appointment as a Regional Sales Manager in Ontario, and W. V. Daly, whose appointment as Branch Superintendent, Atlantic Provinces, has been announced by J. H. Ranahan, President, Industrial Acceptance Corporation Limited.

In his new position Mr. McCormack will supervise business development in 17 of the company's 40 branch offices in Ontario. Since joining I.A.C. at Peterborough in 1941, Mr. McCormack has served as Manager of branches at Moncton, Chatham and Ottawa.

Mr. Daly, as a Branch Superintendent, will supervise credit and operations in 12 of the 14 company branch offices in the Atlantic Provinces. Prior to his new appointment Mr. Daly was a Regional Sales Manager in Ontario. He joined the company in Toronto in 1947 and has been Manager of I.A.C. branches in Brantford and Toronto.

CONFIDENTIAL NEGOTIATIONS

Our Senior Vice-President is proceeding to Great Britain and Europe on a special assignment, for several weeks, commencing early in May.

He will be in a position to enter into confidential negotiations for responsible parties. Enquiries invited.

BOARD OF DIRECTORS SERVICE PLAN LTD.
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STORE HOURS SURVEY

SASKATOON — Retailers in Saskatchewan are getting a chance to voice their views on store closing hours. Saskatchewan Retail Merchants Association is asking retailers if they favor a uniform, province-wide closing day and what closing hours they prefer. Results are expected to be available for the Association's annual meeting June 8.

The Outlook

(CONTINUED FROM P. 1)

began to pick up in April as in the U. S., but activity subsided again over the summer with the result that the real upturn did not get under way until August or September.

* * *

In the U. S., business improvement is continuing at a steady pace and on a broad front—a sign in itself that augurs well for business expansion in Canada in 1959 and 1960.

Recovery from recession is complete in the U. S.—if you take industrial production as the yardstick. By the end of March, according to early indications, output had regained all of its 13% recession-time loss.

And as an indication of the size of the rise expected by U. S. forecasters, the First National City Bank of New York notes in a current review of business:

"Estimates made by the Joint Economic Committee of Congress — based on discussion with both government and private authorities — place gross national product at $473 billion this year, compared with $438 billion last year."

As in Canada, inventory accumulation is going to be a major stimulant behind this 8% expansion. Indications are that U. S manufacturers are already rebuilding stocks at a more rapid rate than are Canadians.

How much more mature the U. S. recovery is can be seen from this comparison: U. S. business spending on new plant is expanding again as production moves toward capacity; in Canada, it may be late this year before private business spending on new plant and equipment does its turnaround.

ANNOUNCEMENT

L. P. FALARDEAU

The appointment of Mr. L. P. Falardeau, as Sales Manager, has been announced by Mr. Georges C. L'Hoir, President of L'Hoir Inc. Processing Equipment Manufacturers. Mr. Falardeau, B.A., M.S.C. of Laval University, has been associated formerly, as Sales Manager of the Firms J. C. Ricard Limited, and Clement & Clement Inc.

These shares having been sold, this advertisement appears as a matter of record only.

New Issue

$25,000,000
(250,000 Shares)

Massey-Ferguson Limited
(Incorporated under the laws of Canada)

5½% Cumulative Convertible Preferred Shares, 1959 Series
(Par Value $100 per share)

Preferred as to capital and dividends. Fixed cumulative preferential dividends (to accrue from May 1, 1959) at the rate of 5½% per annum, as and when declared by the board of directors, will be payable in lawful money of Canada on the fifteenth day of September, 1959, and thereafter quarterly on the fifteenth days of March, June, September and December in each year at any branch in Canada of the Company's bankers.

Redeemable at the option of the Company at any time in whole or from time to time in part on not less than thirty days' notice at $105.50 per share if redeemed on or before June 15, 1962 and thereafter at $104.50 per share if redeemed on or before June 15, 1965 and thereafter at $103.50 per share, together in each case with all accrued and unpaid preferential dividends thereon to the date of redemption.

Transfer Agents
Montreal Trust Company, Toronto, Montreal, Winnipeg, Vancouver and Halifax; The British Empire Trust Company Limited, London, England.

Registrars
Crown Trust Company, Toronto, Montreal, Winnipeg and Vancouver; the Company's bankers, Halifax; The British Empire Trust Company Limited, London, England.

Conversion Privilege

Each Preferred Share 1959 Series will be convertible at any time up to and including, but not after, June 15, 1965, or in the case of any share called for redemption, up to the close of business on the third day prior to the date fixed for redemption, whichever may be earlier, into fully paid common shares without par value as the same shall be constituted at the time of conversion, on the following basis and on payment to the Company of the following amounts, if any:

		For Each Preferred Share 1959 Series	
Date of Conversion	Conversion Price Per Share	Common Shares Issuable	Payment to the Company
On or before June 15, 1962	$17.50	6	$5.00
Thereafter and on or before June 15, 1965	20.00	5	—

The provisions attaching to the Preferred Shares 1959 Series will provide for the adjustment of the conversion right in certain events, including a subdivision or consolidation of common shares and the payment of a stock dividend on common shares.

In the opinion of Counsel, these Preferred Shares 1959 Series will be investments in which the Canadian and British Insurance Companies Act states that companies registered under Part III thereof may, without availing themselves for that purpose of the provisions of subsection (4) of Section 63 of said Act, invest their funds.

The Company has made application for the listing of these Preferred Shares 1959 Series on The Toronto Stock Exchange and the Montreal Stock Exchange.

We, as principals, offer these Preferred Shares 1959 Series, subject to prior sale and change in price, if, as and when issued by the Company and accepted by us and subject to the approval of all legal matters on behalf of the Company by Messrs. Fraser, Beatty, Tucker, McIntosh & Stewart, Toronto, and on our behalf by Messrs. Tory, Arnold, Wardlaw, Whittaker & Tory, Toronto.

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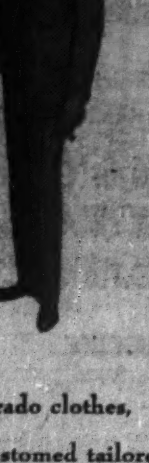

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Here's Meaning Of Cyrus Eaton's U.S. Tax Victory

U. S. tax hawks could go to the Supreme Court. If they don't, a lot of Canadian companies will breathe easier . . .

From Our Own Correspondent

WASHINGTON, D.C.—A major Canada-U. S. tax wrangle has been averted with the multi-million-dollar tax-case victory for Canadian-born industrialist Cyrus Eaton.

The future for hundreds of Canadian corporations hung on the decision taken by the Sixth Circuit, U. S. Court of Appeals in Cincinnati, which said neither Eaton and his associates nor his **Premium Iron Ores** owed back taxes to the U. S.

The Washington tax sleuths have been trying to collect $2 million in claimed back taxes from Eaton and his business colleagues, and $2.6 million from Premium.

In a long drawn out Tax Court battle, Eaton won unanimous victory two years ago over the Internal Revenue Service.

The Tax Court refused to review the case when asked by the tax collectors, so they filed for appeal.

Now the appeal has been thrown out and the only recourse left for U. S. tax collectors is to haul Eaton and Premium to the Supreme Court.

A decision on this may be taken in the next week or so.

However, with the Court calendar so jammed and time running out on the current session of the Supreme Court, it is highly unlikely any plea for the Supreme Court to take jurisdiction in the case would be heard before next October.

In aide-memoires to Washington, Ottawa had warned the U. S. that the Canada-U. S. Tax Treaty likely would have to be rewritten if Eaton and Premium were found to owe the back taxes.

Basically, the U. S. tax sleuths were attempting to broaden the accepted interpretation of two phrases in the Tax Treaty relating to what is a "permanent establishment" and when does a company have a "continuing business" in the U. S.

If Eaton and Premium had lost it would have laid open to U. S. taxes almost every Canadian corporation which has an agent or salesman drumming up business in the U. S.

Eaton's Premium Iron Ores acted as a sales agent and helped in the development of Canada's fabulous **Steep Rock** mines.

Canada had waived taxes for Premium during the early years when iron ore was badly needed for the war effort.

It was for much of this period that Washington has been trying to collect the taxes.

The Cincinnati Appeals Court, however, unanimously rejected the Washington tax claim.

It said the Tax Court in deciding in favor of Eaton and Premium was entirely correct.

"This is a sweeping victory not only for us, but for Canadian industry," Eaton's lawyers in Washington told **FP**.

In the two key sections of the Appeals Court decision, the Court said:

"We are in accord with the findings of the trial judge that Eaton and Daley (Eaton's associate) were acting in a representative capacity and not as individuals in their negotiations concerning the Steep Rock Company and the distribution of its stock. This is a proper inference to be drawn from the evidence and the undisputed facts. We believe these findings were not only not clearly erroneous but were correct."

The second section said:

"Considering all of the evidence taken at the trial we conclude that the inferences and conclusions drawn from the undisputed facts are not clearly erroneous. We do not, therefore, attempt to substitute an independent judgment of ours for that of the trial judge.

". . . We are in agreement with the conclusions reached and the authorities cited . . . and therefore the judgment in favor of Premium should be, and is, hereby affirmed."

In attempting to prove their tax claim, the Washington lawyers offered various bits and pieces of evidence, claiming they demonstrated Premium did have a "permanent establishment" and a "continuing business" in the U. S. and was therefore subject to U. S. taxes.

The case against Premium was built on the fact that Premium had applied for a licence to do business in the State of Ohio, several letters had been written giving Premium a Cleveland address and money had been sought from the Foreign Exchange Control Board of Canada for expenses of a Cleveland office.

Premium replied that while it did apply for the licence to do business, in fact, no business was done at the Cleveland address and there were no assets.

Said the Appeals Court, "An address at which no assets are held and from which no business is transacted cannot in itself contribute much toward a permanent establishment."

On the question of letters containing a Cleveland address for Premium, the Appeals Court said, "This mere reference to an address does not substantiate the petitioner's claim . . . the use of four such letterheads is not sufficient to make a permanent establishment."

The Appeals Court noted, "The petitioner has combed the record to find evidence of permanent establishment. He has come up with some isolated instances of what might be termed admissions in documents and letters that tend to show an office or establishment in Cleveland. More significant, however, is the total absence of so many usual and ordinary characteristics of permanency of establishment."

It was further noted that, on one occasion, William Daley, Eaton's associate, had to telephone Toronto from his own Cleveland office to get authority to bind Premium to an important contract.

The Premium tax case spilled over into the political arena for a time as Democratic senators accused the government of chasing Eaton for political purposes.

Eaton is a well-known Democrat and a major contributor to the party coffers. He also is in stiff business competition for Labrador ore with George Humphrey, former Secretary of the Treasury and still one of the most influential men in Washington.

Both Humphrey and Eaton have major ore holdings in Labrador.

Some Democrats have suggested the government was harassing Eaton more for political-business reasons than for legitimate tax reasons. This was vigorously denied, however, by Administration spokesmen.

Company Reports

Mining

PREMIUM IRON ORES had a net profit of $27,521 in 1958 ($93,481 in the previous year).

Participation in natural resources projects, principally in Canada, continues to be the policy of the company, says Wm. R. Daley, chairman of the board. He states that reliance on capital gains from investments, as the chief source of profits for the company, will continue. But sales commissions provide enough income to offset operating expenses. (Company acts as ore sales agent for **Steep Rock Mines.**)

Participation in **Ungava Iron Ores** is feature of current investments. Ungava continues studies in regard to development of iron deposits on the west coast of Ungava Bay. Present plans call for production of 5 million tons of pelletized concentrate per year, Mr. Daley states.

Market value of investments rose 54% during 1958 to $8,104,962.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Commission income	$141,646	$258,007
Invest. income	19,757	14,939
Total income	161,403	272,946
General expenses	123,082	132,885
Net earnings	38,321	141,061
Less: Income taxes	10,800	25,700
Interest exps.	....	21,880
Net profit & surplus	27,521	93,481
Earnings per Share	$0.012	$0.039
None paid.		
Shares o/s as at Dec. 31:		
Common, 20c par	2,350,000	2,350,000

As at Dec. 31:	1958	1957
Cash	$836,324	$1,097,626
Accts. rec.	32,662	23,350
Coll. loan	92,000	92,000
Prep. exps.	....	1,175
Total curr. assets	960,986	1,216,160
Tax under appeal	129,143	129,143
Invest. Ungava Iron	1,216,689	870,529
Mkt. secs.*	8,104,962	5,250,876
Other invests.	106,209	29,458
Supplies	102,731	123,956
Def. explor. exps.	518,834	452,000
Mining props.	269,773	269,773
Fixed assets‡	3,914	5,220
Total assets	11,405,363	8,347,125
Accts., etc., pay.	346,990	463,501
Inc. tax pay.	36,353	2,212
Total curr. liabs.	383,343	465,713
Minority int.	556,665	558,665
Advances to subsids.	578,561	....
Capital stock	470,000	470,000
Contributed surplus	1,777,500	1,777,500
Capital surplus§	7,312,421	4,561,300
Earned surplus	324,813	313,947
‡After deprec. of	4,247	2,730

*At market value.

§$4,230,801 in 1957 and $6,981,822 in 1958, surplus arising from valuation of invests. at mkt. val. In both years, $330,499, surplus arising from consolidation.

Working capital	567,643	750,447

COLUMBIA POWER

What Does 'Fair' Mean? It Could Mean Squabbles

From Our Own Correspondent

WASHINGTON, D.C.—There seems to be smoother sailing ahead for the Columbia River power development between Canada and U. S.

But Canada still isn't quite sure there won't be some squalls, when it comes down to the final, concrete definition of the word "fair."

In Washington this past week, the U. S. reaffirmed in stronger than ever language its assurance that Canada is entitled to a fair share of downstream benefits.

But there still is plenty of argument ahead over exactly what "fair" means.

Upon hearing the new U. S. assurances, Canadian IJC Chairman Gen. A. G. L. McNaughton was "highly pleased," although he had hoped the U. S. would spell out its proposals.

All Washington said this past week was that the U. S. wants to work out a co-operative and fully co-ordinated development of the Columbia, but it did not say how this was to be done.

Details of the U. S. proposals on how to do it will be presented to the next IJC meeting on the Columbia to be held in Montreal April 30 and May 1.

After the four-day IJC meeting in Washington ended last week, the U. S. and Canadian commissioners had an informal, hour-long "bull session" on the Columbia.

Gen. McNaughton came out of it "somewhat anxious" about what the U. S. will consider a fair share of the downstream benefits to be given to Canada.

For the next month of two, Canadian and U. S. officials will be working on what they call the "principles" for development of the Columbia.

Basically, this means they will be working out exactly what items are to be considered as downstream benefits.

This would include the power generated, flood control, irrigation, etc.

It has to be determined, first, what makes up the benefits, second, what that is worth, and finally what share Canada would get.

The final phase on the share of downstream benefits is not expected to be worked out for some time.

IJC officials, however, are hopeful they will have a recommendation by next fall.

They want to have them ready for the IJC meeting in Ottawa next October.

Meanwhile, in addition to the conference late this month, another Columbia meeting is scheduled for June and provision has been made for further sessions between now and then, if needed.

"A lot of underbrush is being cleared away but we've still got some more work to do," one official told **FP**.

After the Washington meeting on the Columbia, a joint statement was released saying:

"Following the meeting, the co-chairman, Douglas McKay for the U. S. and Andrew McNaughton for Canada, declared that the commission as a whole had now reached a mutually satisfactory basis for proceeding to a consideration of a first draft of principles.

"These principles will be discussed and further developed at the next meeting of the commission in Montreal on April 30."

The IJC devoted only one half day of its four-day Washington conference to the Columbia River.

During that half-day meeting, a synopsis of the engineering report on Columbia development was presented.

It is planned that before the Montreal meeting views will be exchanged by mail between Ottawa and Washington. But the major U. S. presentation is expected on April 30.

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ANNOUNCEMENT

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John B. Parkin Associates, Architects and Engineers, announce the appointment of Mr. Smith as Project Architect.

Mr. Smith is a graduate of Upper Canada College and the University of Toronto School of Architecture; he was a Medallist and Prize Winner at both. He held senior architectural positions in Great Britain from 1937 to 1955. Subsequently, he has been Chief Architect of Don Mills Developments Limited.

Getting Ahead

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What the Man Said:

Growth of the welfare state in Canada . . .

P. M. FOX, president of St. Lawrence Corp.: On Page One in the Nation's Business column FP quotes portions of an address by Mr. Fox. Here's more of what he said about the growth of the welfare state in Canada:

"To see what has happened to us, we need to look back 30 years or so. The doctrine of the welfare state in Canada began then as a struggle for social justice in which men like J. S. Woodsworth, right or wrong, were dedicated missionaries.

"Mackenzie King adopted the doctrine as a political tactic in his early seeking of support to rehabilitate his party and his dexterity was imitated by R. B. Bennett in a New Deal manoeuvre for the 1935 election.

"Since then we have had a continuing performance by all political parties, federal and provincial, in trying to out-do each other by offering larger and larger doses of Sugar Daddy benevolence as a striving to stay in office or to get there.

"In this technique of beguiling voters with their own tax money we have never had more notable examples than in 1957 and 1958.

"After 30 years of accelerating welfarism, what has been the effect?

"We had a public example last month in the Ottawa excursion of 1,100 western farmers seeking a $300 million handout and, worse still, in their band-and-flags reception by some members of Parliament.

"The fact that the excursion was a flop does not alter its sorry contrast with what we used to think of as the strong free spirit of the West, where men were men, not mendicants.

"But I do not single out the western farmer; there has been a great loss of self-reliance amongst all of us. Dependence on government now pervades our thinking.

"With individuals, industries, labor bodies, cultural groups and institutions of every kind, it has become a habit to look to governments for allowances, subsidies, bonuses, benefits grants, bounties, 'subventions and all the other fancy words that mean handout.

"Despite oppressive taxes and shrinking dollar value we still try to fool ourselves that the handouts are something-for-nothing and our newspapers unfortunately abet the delusion by their careless habit of saying that 'the government will pay.'

"It should be painfully plain that a government can pay for nothing; only the taxpayers pay.

"Within relatively few years, welfarism has changed our ideas of how to get ahead in life. In place of hard work and the seeking of opportunity we now look for security and leisure without wanting to earn them.

"And leisure today is seldom put to use; often it means nothing better than squatting over television's endless stupefaction.

"During the last war there was a slogan about choosing between guns and butter; it was like the challenge of 'blood, toil, tears and sweat.' We now have to match ourselves against hard tough peoples who know nothing of security and leisure.

"But we are being led, and are acting, as though we can muster all the guns we may want and still indulge in the unlimited butter and soothing-syrup that welfarism promises to hand out.

"Indulgence is the essence of the welfare state even when, as now, it means putting taxes higher in the face of pledges to make them lower. Political welfarism has no place for the ordinary household and business practice of cutting expenditure to stay inside income.

"Politicians still bet on voters being foolish enough to think that welfarism means something for-free, that higher taxes and bigger spending don't matter as long as the handouts keep coming.

"And the politicians still seem right about some people, for there are some who try to think that a government is coping with inflation when it taxes more even though it shows no attempt to spend less.

"We do almost anything to avoid straight thinking about what's happening to us. We don't even talk plainly about business any more. We now use the bureaucrat's jargon about economic climate and segments and sectors of the economy when we're only trying to say how things are going.

"Now these are disagreeable things to talk about. You may wonder why I do, and at a meeting of company shareholders. I have four reasons:

- "The spreading of the welfare state, with its offspring of bureaucracy and inflation, is a deadly course for this country as it is for any country.

'It enervates our character as a people and is a cruel hoax upon those it is supposed to benefit the most. As earnings and savings dwindle in real value those to suffer most are bound to be the people of smallest means.

- "We cannot look to politicians or any political party to halt the spreading of indiscriminate welfarism. The aim of politicians is to win elections. They tell themselves that the people ask for welfarism; that it will continue to catch votes.

"Therefore, whether they think it good or bad, political party strategists will go on offering more and more of it until the people themselves stop them. In over 30 years we have had no sign of statemanship in Canada to let us hope for anything different.

- "Since we cannot hope for it in politicians, leadership will have to come from the people and from a free press determined to serve the country's interest rather than the election hopes of any political party.

'The Canadian people and the press can halt welfarism by turning against it; by making politicians see that it will lose votes, not catch them.

- "Every person who is opposed to unrestricted welfarism thus has a public duty to say so, and there is no place where the subject does not belong: in homes, churches, social groups, business.

"Every one of us has freedom and perhaps survival at stake in calling a halt to the fatal combination of welfarism-bureaucracy-inflation. To sit back and not bother means to lose by default.

If you have similar convictions, I hope you also will find opportunities to declare them. We should all do our best to stand up for what we believe in.

Cdn. Celanese Dollar Sales Rise by 25%

MONTREAL (Staff)—Dollar sales of **Canadian Celanese Ltd.** for the first quarter show an increase of 25% over the poor first quarter of 1958.

Profit margins are somewhat higher, President Charles W. Palmer told the annual meeting.

This reflects development of new products which in the period represented more than 30% of total sales against 21% in 1958 and only 10% in 1957.

"We feel the company's position in the Canadian textile industry has been considerably strengthened," Palmer said, "putting us in a particularly strong position to take advantage **not only of any improvement in business conditions but also of the Canadian people's appetite for new and better products."**

Company's research has been centred on new fibres such as the Trilan carpet fibre, special fibres for pillows, comforters, and mattresses, new materials for the upholstery trades and industrial applications, including filter cloths for the mining industry.

To speed commercial development of the new blanket fibre, company in February acquired the building and machinery of **the Slingsby Manufacturing Co.,** Brantford, Ont., and "the commercial know-how of their operations."

Canadian Auto Production

	Week Ending April 11	Same Week 1958	Year To Date 1959	Year To Date 1958	% Change To Date
CARS					
General Motors:					
Buick	185	307	3,831	4,657	
Chevrolet	1,889	2,044	28,830	26,122	
Oldsmobile	379	392	6,406	5,001	
Pontiac	1,578	1,431	20,429	17,009	
	4,031	4,174	59,496	52,789	+13
Ford:					
Edsel	64	68	1,037	472	
Ford	1,416	1,255	15,411	17,008	
Mercury	187	162	2,762	1,956	
Meteor	1,042	651	9,894	7,129	
Monarch	122	...	2,226	...	
	2,831	2,136	31,330	26,565	+18
Chrysler:					
Chrysler	175	95	2,294	1,160	
Desoto	31	23	420	334	
Dodge	581	480	6,980	6,905	
Plymouth	525	501	5,452	7,092	
	1,312	1,099	15,146	15,491	—2
Studebaker-Packard:					
Studebaker	240	80	2,603	880	+196
Total cars	8,414	7,489	108,575	95,725	+13
TRUCKS					
General Motors	786	519	10,265	7,503	
Ford	372	430	4,870	4,323	
Chrysler	159	140	1,903	1,896	
International	329	225	3,452	3,075	
Total trucks	1,646	1,314	20,490	16,797	+22
Total cars, trucks	10,060	8,803	129,065	112,522	+15

Source: Canadian Automobile Chamber of Commerce.

New Sales Plans For Watchmakers?

A new marketing program will likely emerge from a survey of watch buying habits now being carried out for the Watchmakers of Switzerland.

The survey, scheduled for completion this summer, already indicates that Canadians prefer to buy watches in jewelry stores, an official says.

The organization, whose job is to promote Swiss-made watches, has already partially revamped its operation in Canada.

An "information centre" has been established in Toronto to provide sales, promotional and technical aids to jewelers and watchmakers. Other centres of this kind are to be set up in other parts of the world.

Watchmakers of Switzerland advertising account, formerly with **Foote, Cone & Belding,** has not yet been replaced.

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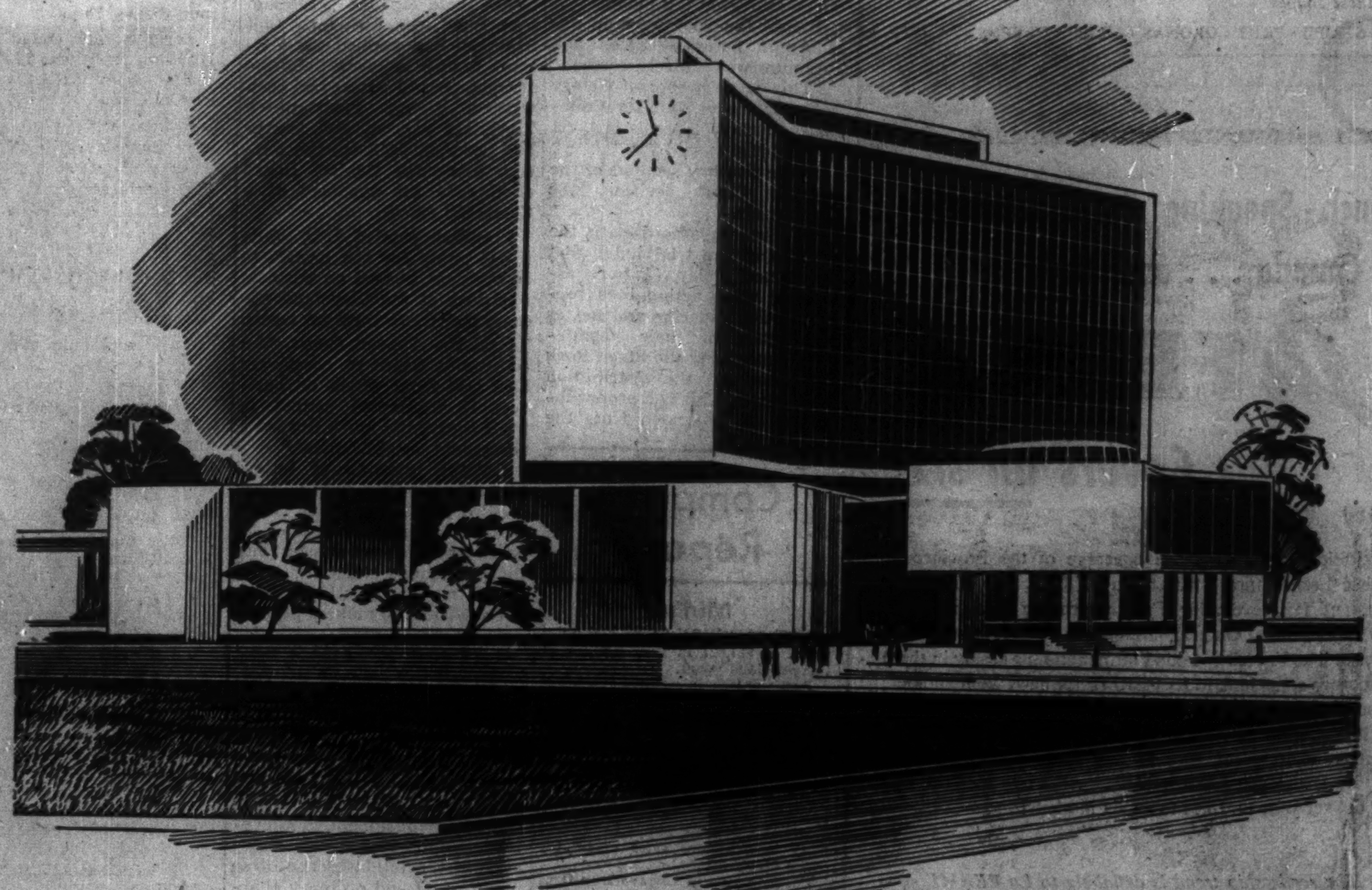

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Planning June Start On Quebec Steel Mill

Watch for new public financing. Details due soon . . .

MONTREAL (Staff) — Construction of Quebec's first basic steel plant is expected to start shortly at Varennes on the south shore of the St. Lawrence River near Montreal.

The plant—small by present steel mill standards — will be built by **Quebec South Shore Steel Corp.,** a recently incorporated Quebec company (**FP,** March 7).

Output will be about 125,000 tons of high-grade pig iron and steel annually. Most is to be marketed in the Quebec area.

Test boring of the Varennes site is expected to get under way within 30 days. Construction of the plant is to begin in June or July.

The plant could be completed by the end of 1960 with operations starting up early in 1961, Quesco officials say. It will employ about 150.

Company intends to build a small reinforcing bar mill which will convert most of the steel output into reinforcing steel rods, such as are used in reinforced concrete.

The plant will be designed and built by **Koppers of Canada Ltd.,** a wholly owned subsidiary of Koppers Co. Inc. of the U. S.

It will utilize for the first time in full-scale commercial operation the Strategic-Udy direct reduction steelmaking process developed by **Strategic Materials Corp.**

Initially, ore for the steelmaking will come from the **Hull Iron Mines Ltd.** property near Hull, Que.

Quesco officials said that Hull, Koppers and Strategic Materials are participating in financing, will have stock participation in Quesco. Control of Quesco reportedly wil be held by the Hull group.

Quesco, which has authorized capitalization of four million common shares ($1 par) is acquiring all assets of Hull on a share exchange basis.

It is reported that holders of Hull will receive four shares of the new company for every five shares of Hull held.

Also expected is public financing. No details have been disclosed.

Quesco officials say they expect to seek listing of the company's stock on the Montreal Stock Exchange.

Exploration work at the Hull iron property has so far resulted in blocking out sufficient ore to keep the mill operating for about 17 years, Quesco officials say.

Exploration work from the 300-ft. level downward has disclosed ore averaging 52% iron. This compares with ore grading 45% to 48% encountered at higher levels, company says.

In addition, company has obtained a 2,000-acre iron ore concession in the Mt. Wright area of the Ungava, adjacent to the **Quebec Cartier** mining property.

On the basis of surface showings, the property is estimated to contain 14 million to 24 million tons of ore.

A diamond-drilling program is slated this summer.

Purpose of the property is to backstop Quesco's ore position. It would be brought into operation when the Hull property becomes uneconomical.

Alternatively, ore from Ungava could be blended with that from Hull.

Competition May Dampen Tax-Based Price Boosts

Prices of tobacco, liquor, gasoline and auto tires have quickly reflected the hikes in sales and excise taxes.

In other retail lines, the boosts contained in the federal budget will put pressure on present levels.

But competitive factors may hold some prices for the time being.

Retail policy varies from store to store and area to area when taxes are either raised or lowered.

Some tack on the increases immediately. Others wait until stocks are exhausted.

Not all price hikes can be traced solely to the new tax rates, observers believe.

Tires, for example, were ready for a boost this spring, according to some retailers.

Here are initial developments following the budget:

- **Tobacconists** generally have hoisted prices before depletion of old stocks, reasoning that they should gain since they lose on tax reductions.
- **Policies of liquor boards** and commissions vary across the country.

Prices in Ontario and Quebec government - controlled stores went up quickly. On the other hand, Manitoba has left prices at old levels where they should stay until stocks are sold—perhaps not for two months or longer.

- **Gasoline** wholesale prices are up, about 2/10c gal. Some service stations have adjusted their rates, others are waiting to see if they can absorb the rise.
- **Auto tires and tubes up 5%,** an increase that had been predicted for some time because of higher labor, materials and transport costs.

A wide range of other products are affected by the new sales tax rate.

But it is not yet clear what it will mean at retail level.

The hotly competitive appliance field may be reluctant to pass on the tax rise, at least not now.

In the auto field the increase of about $15-$20 a car is "lost in the shuffle" at retail level, as one industry official put it.

However, spokesmen for appliance manufacturing industry have made it clear the higher sales tax cannot be absorbed at the factories.

Higher costs for transportation, labor and materials had previously earmarked appliances for a 3%-5% price increase, they point out.

Floor Traders Trade Offices

Annual meeting of Toronto Stock Exchange Floor Traders Association elected Gordon C. Tate of **J. H. Crang & Co.,** as president to succeed Jack Frizell.

Cam Jones of **Gairdner & Co.,** was made vice-president, and Gordon Tutty of **Jenkin Evans & Co.,** Everett Kerr of **Breckenridge McDonald & Co.,** and Charles Ellis of **Thomson McKinnon,** directors.

Make Secondary Offering Of Holt, Renfrew Shares

MONTREAL (Staff) — Secondary offering of 80,000 common shares of **Holt, Renfrew & Co.,** has been made by **Wood, Gundy & Co.** at $18¾ per share.

The offering represents shares formerly held by a number of Holt, Renfrew's major shareholders.

It climaxes extensive reorganization of company's capital structure which has been under way for several months.

In December, company reduced value of its then authorized 10,000 common shares from $100 to $50. An additional 10,000 common shares were then created. These shares were split 10-for-1, leaving company with authorized common stock capital of 200,000 shares, $5 par.

In late January, company offered holders of 10,000 redeemable second preferred shares ($50 par) the right to convert each share into 10 common shares.

Virtually all second preferred shares were converted. The few remaining outstanding shares will be called in May.

In February, company called 7,136 outstanding first preferred shares. Total cost was $713,600.

This leaves company's outstanding capitalization at $500,000 5½% serial debentures due Oct. 1, 1960-68, $1,957,000 6% sinking fund debentures due Oct. 1, 1978, and 200,000 common shares, $5 par.

For the year ended Jan. 31, 1959, net profit was $307,473, up 49.6% from $205,491 in the previous year.

A quarterly dividend of 15c per share payable May 1 to holders of record April 15 has been declared, setting indicated annual dividend rate at 60c per year.

Prices Cut 90% At Protest Rally

Here's a discount sale to shake even the most confirmed price cutters.

Tags will be slashed 50% to 90% on name-brand appliances, auto accessories, men's wear and other goods at a shopper's delight in Toronto's Massey Hall, April 22.

The catch:

Only retailers, wholesalers and manufacturers can get in the door.

It's a combination sale and protest rally organized by the Distributive Trades Advisory Council to dramatize its fight for repeal of federal legislation banning retail price maintenance.

The government is already committed, in the Throne speech, to take some kind of action to stop loss-leader merchandising.

Council, sparked into formation by Retail Merchants' Association of Canada, has been campaigning coast-to-coast for support from retailers, wholesalers and manufacturers.

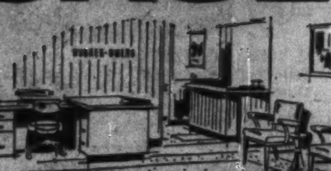
ANNOUNCEMENT

PURCHASING AGENT

H. STEWART

whose appointment as Works Purchasing Agent for Canadian Allis-Chalmers Limited, Lachine, Que., has been announced by H. M. Schudt, President.

Mr. Stewart was named assistant purchasing agent in 1957, following several years of service with both the Production and Purchasing departments.



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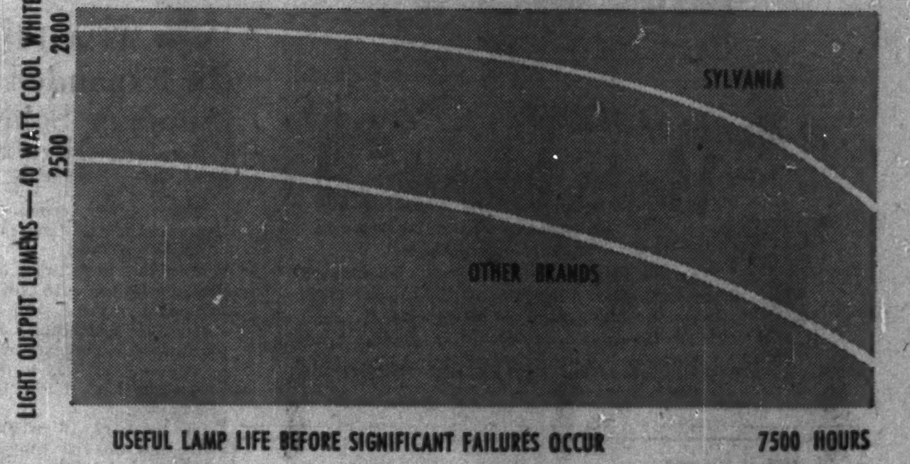

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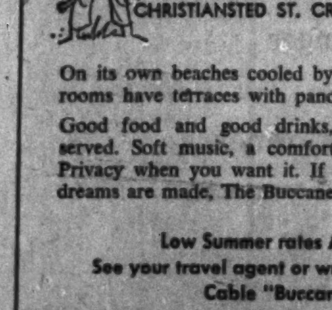

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Most of the European powers that followed Columbus to the Caribbean in search of colonies, owned these islands at least once. And each of the old lands —England, Spain, France, Holland and Denmark — has left its mark on the customs, architecture and culture of the islands.

There's a charming French village on St. Thomas and some of the finest Danish colonial architecture on St. Croix. Islanders speak English (with calypso accent and strange colloquialisms) and as in England, cars drive on the left side of the road. The quiet patios and iron grilles of some of the older houses are reminiscent of Spain.

Last European master was Denmark which ruled the islands from 1733 to 1917 (with a brief intermission during the Napoleonic wars). In 1917, the U. S. looking for bases in the Caribbean bought the islands for $25 million.

Each of the three islands provides a different type of holiday.

- St. Thomas, 70 miles east of Puerto Rico, offers all the glitter and gaiety of the most sophisticated resort.
- St. John, a few miles east of St. Thomas, is still quite primitive with deserted beaches and lonely forests.
- St. Croix, 40 miles south of the other two islands is a delightful compromise between the two.

Capital of the islands and chief town of St. Thomas is Charlotte Amalie. A lovely town, it seems to climb up spectacular hills that rise from the shores of a spacious bay. Red-roofed, pastel-colored houses line the streets — many are nothing more than stairways.

You will find gay night life and good cafes here in this cosmopolitan centre.

The shops that line Jasmine Lane, Orchid Row and Hibiscus Alley offer tempting free port bargains to the shopper.

There are delightful hilltop and beachfront hotels, cottages and guest houses throughout the island.

From May to December, rates range from $5 per person without meals, to $22 including breakfast and dinner.

St. Croix, largest of the islands offers plenty of tourist amenities — but on a quieter scale. There are lovely beaches, beautiful vistas and the best roads to be found in the island trio.

Accommodation, which is good, is increasing rapidly. You have ample choice of resort hotels, guest houses or cottages. Summer hotel rates range from $12 to $22 per person with three meals. Cottages cost $40 to $60 a week for two.

St. John, with less than 1,000 residents, is definitely "off beat" for the tourist.

Two thirds of the island is now a national park protecting lovely woods, unusual plant and animal life. But there are lovely beaches and off-shore cays ideal for picnic excursions.

Although tourism in St. John is still on a small scale, there are some pleasant cottages, small hotels and at least one first class resort. Hotel rates range from about $10 to $27 a day, with meals. Cottages: $35 to a $100 a week.

Inter-island transportation, by plane or motor launch, is frequent. It is easy to vary your vacation with visits to each island.

You can fly from New York to St. Thomas via San Juan, Puerto Rico. **Pan American** and **Eastern** offer direct flights to San Juan, **BOAC-BWIA** fly via Bermuda. Pan American also offers direct service from New York to St. Croix.

Return fares from Toronto to St. Thomas: $261 first class, $207.20 tourist, $162 thrift. To St. Croix: $270 first class, $216.20 tourist, $171 thrift.

New TCA Flights In Expanded Summer Schedule

For the summer season, **TCA** will increase domestic and overseas services.

Tourist class accommodation on transcontinental routes will be stepped up 35%.

For the first time, Vancouver will be linked with New York by Viscount service. Stops will be made at Edmonton, Saskatoon, Winnipeg, Lakehead and Toronto.

Another first is a direct Viscount service between Regina and Edmonton.

A total of 16 weekly flights will operate to the U.K. and Europe. A service to Vienna starts in May.

Caribbean services will be increased including a second weekly flight to Barbados and Trinidad and a summer service to Antigua.

Boost U.K. Travel With New Office

British Travel Association plans to open its second Canadian office in Vancouver, according to Sir Arthur Morse, B.T.A, chairman now visiting Canada.

"This action was prompted by British Columbia's sharply increasing population, new Polar flights and direct Vancouver-London runs," he said.

Last year, more than 70,000 Canadians spent $50 million in the U.K. This year, Sir Arthur predicts there will be 90,000 visitors from Canada.

Britain offers the tourist more than 200 major events this year. There are also more than 20 music and drama festivals, including the 100th presentation of the Stratford Festival.

You can get a list of these events from British Travel Association, 90 Richmond St. W., Toronto.

Jets Speed Your Trip To Hawaii

Hawaii, the 50th U. S. state, has long been popular with western Canadian travelers. An ideal climate, magnificent beaches and glittering array of really superb hotels makes this archipelago one of the vacation highlights of the world.

But fast air service is now putting Hululand practically on the doorstep of eastern Canadians as well.

With the announcement of **CPA's** daily service from Montreal to Vancouver (**FP**, April 4), this airline will soon offer Bristol Britannia prop-jet service from Montreal to Honolulu. Flying time: 17 hrs.

During the summer there will be two 8-hr. CPA flights a week from Vancouver to Honolulu.

Qantas Airlines also fly from Vancouver via San Francisco.

TCA has several daily flights from Eastern Canada to Vancouver which connect with Hawaii air services.

At present TCA has Viscounts, Super Constellations and North Stars in service, but early next year the airline will introduce DC-8 jets on its trans-Canada routes.

Return fare, Toronto to Honolulu: $630 first class or $474 tourist. Vancouver to Honolulu: $359 first class return, $283 tourist.

With the recent introduction of **American Airlines** and **TWA** jet services you can fly across the U. S. in only 5½ hrs. American flies from New York to San Francisco via Chicago and non-stop to Los Angeles. TWA flies non-stop New York to San Francisco. Other airlines are planning jet services across the U. S.

At the U. S. west-coast centres, passengers for Honolulu connect with **Pan American** (now flying DC-7Cs and Boeing Stratocruisers, but soon to have pure jets) or **United Airline's** DC-7 services.

Return fare, New York to Honolulu (transcontinental jet): $690.50 first class, $494 tourist.

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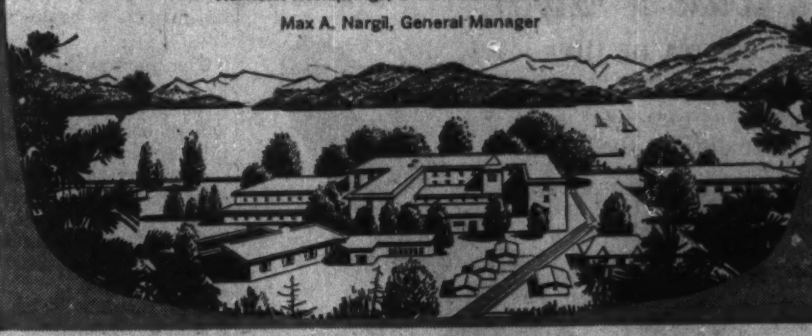

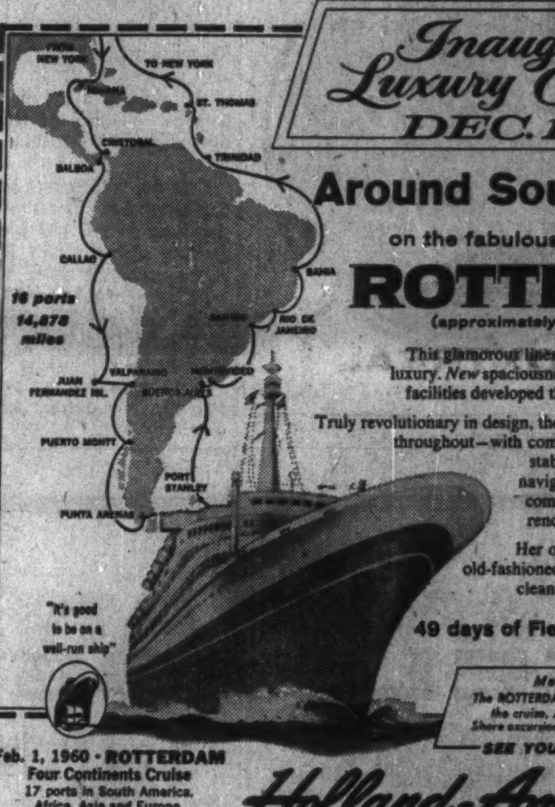

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ANNOUNCEMENT

MANAGER OF SALES

R. W. WRIGHT

who has been named Manager of Sales, Falk products, by Canadian Allis-Chalmers Limited following a recent announcement by the company to manufacture and distribute Falk products in Canada, including couplings, various reducers, large gears and special drives. Mr. Wright, a graduate of Dalhousie and McGill universities, was Director of Purchasing at the company's Lachine, Que., headquarters until his present appointment and has had several years experience in engineering, sales and service.

Parliament's Business

By FP's OTTAWA STAFF

And Soon to Work Again

OTTAWA (Staff) — The big event of the week in the Commons was, of course, the budget, which both Government and Opposition members received with a sort of enraptured apathy.

Mr. Fleming drew a full round of applause when he appeared, carefully groomed and smiling, with his budget briefcase tucked underneath his arm.

Conservatives banged their desks. So did some Liberals — for on budget night, the Minister of Finance is the man of the hour.

Mr. Fleming's budget speech held his audience better than any other speech he has made since his last budget. The tax changes brought occasional boos from the Liberals, and not too many cheers from the government side.

After the speech was over, the minister received another 15 sec. of desk-thumping approval — this time from his own supporters.

Then the Liberal financial critic, W. M. Benedickson, began the budget debate with an anecdote about Oscar Wilde who, when he failed to recognize an acquaintance, said: "I beg your pardon, I did not recognize you. I have changed a lot."

The Finance Minister, said Mr. Benedickson, had also changed a lot.

He had made his reputation as Conservative financial critic by pressing for reductions in spending by previous Liberal governments. And yet he had presented two of the largest spending programs in Canadian history.

This is a theme which the Liberals will repeat, with variations, for the 10 days of the budget debate, then the House will get down again to the heavy legislative program ahead.

• • •

The Opposition spent a good part of their time in the days before the budget in a relentless search of a "formula" which did not exist.

What is the formula, they kept asking, under which the $20 million freight rate subsidy will be shared out among shippers?

How will it affect freight rates in the Maritimes, in the West, around the Lakehead?

For three days, the Opposition rejected Transport Minister Hees' explanation that the arrangement is so simple that it can't properly be called a "formula" at all: and would merely mean that all class and commodity rates which last December were pushed 17% above former levels, would now move to levels only 10% higher.

The "formula" was worked out by a Cabinet committee which had the advice of finance and freight experts.

Its real author was the Minister of Finance who convinced his colleagues that the subsidy should be limited to $20 million.

The Cabinet committee didn't start out with the idea of reducing the 17% freight rate increase by a specified number of percentage points. It started out in the other direction — with the idea of seeing how far $20 million would go against the 17% increase.

For this a calculation of expected railway freight revenues in class and commodity rates in the current 12-month period was made. Expected revenue came to $282 million. And since $20 million is 7% of this, it was concluded that all the rates which had been raised 17% could be reduced to levels 10% higher than before.

Each individual shipper will therefore pay a maximum of 10% more than he paid before the December increase. The government will pay the railways the difference.

How the subsidy works out will depend, of course, on how much freight traffic there is in the year ahead. If total traffic is higher than anticipated, the $20 million won't fill the bill and the kitty will have to be sweetened before the end of the 12-month period.

Mr. Hees drew plaudits from the Opposition when he adjourned debate on the Government's amendments to the Canada Shipping Act because negotiations between Canada and the U. S. about pilotage on the St. Lawrence Seaway are up in the air. (**FP**, April 4).

There is a basic difference of opinion about Seaway pilotage between the two countries.

We want pilots on the Seaway only on four key canals or connecting rivers. The present U. S. position is that foreign vessels should be required to carry pilots all along the Seaway.

The new Canada Shipping Act would have given the Government Order-in-Council powers to enforce our ideas about pilotage on our side of the International boundary.

Lionel Chevrier felt that Canada and the U. S. should agree about pilotage before the Commons passed the shipping bill.

Mr. Hees, after consideration, agreed with the Liberal member, and said he would go to Washington himself to press the Canadian point of view.

ON THE RECORD

The Progress of Measures Before Parliament To April 14

HOUSE OF COMMONS:

- Gave first reading to:
  - —Bill C-39 (Browne, PC), allow truckers to protest agreed charges to Minister of Transport.
  - —Bill C-40 (Browne, PC), allow truckers to protest competitive rates to Transport Commissioners.
- Gave second reading to:
  - —Bill C-38, $20 million freight rate subsidy.
- Gave third reading to:
  - —Bill S-16, **Foothills Pipe Lines Ltd.**
  - —Bill C-37, appointment of parliamentary secretaries.
- Talked out:
  - —Bill C-7 (Regier, CCF) pay employees under federal labor jurisdiction for eight statutory holidays a year.
  - —Bill C-19 (McGee, PC) abolish death penalty for murder.

THE SENATE:

—Stood adjourned to April 14.

Railway Action On Rates Eases Ottawa Pressure

OTTAWA (Staff) — The railways have sidestepped a potentially nasty situation by asking for, and receiving, an indefinite postponement of their application for a new freight rate increase.

At the same time, they have declared how much they want when the application finally is heard by the Transport Commissioners. It is 12%.

The new application followed the 17% freight rate increase allowed last fall by Transport Commissioners and Cabinet (and now reduced to 10% by the government's new $20 million subsidy).

The new application had been set down by the commissioners for hearing May 19. It ran head on into the government's announced policy of holding the line on freight rate increases until the end of the 12-month subsidy period (**FP**, April 4).

The subsidy will go into effect shortly after Bill C-38, now in the Commons railway committee, passes Parliament. That could happen early next month.

This means that the government is committed to holding up freight rate increases for at least 13 months, when the new Royal Commission on Transportation (still to be appointed) may have a report ready with long-term suggestions on what to do about freight increases.

If the transport commissioners had heard a new railway application for a freight rate increase on May 19, the consequences could have been embarrassing for everyone concerned.

Company Report

Appliances

ADMIRAL CORP., Chicago, Ill., consolidated net profit of $1,375,017 for 1958 was 42.5% higher than 1957's $965,067.

Admiral increased its radio sales and improved its share of TV industry sales, President R. D. Siragusa reports.

Export volume of finished products increased, and sales of Admiral products made in overseas plants continued to rise.

Subsidiaries in Canada, Australia and Mexico maintained their positions as the largest TV manufacturers in their respective countries, the president says.

Admiral expects increased profits in 1959, Mr. Siragusa says.

CONDENSED CONS. INC. ACCOUNTa

	$	$
Years Ended Dec. 31:	1958	1957
Net sales	170,777,126	172,663,167
Net oper. inc.	4,815,038	2,323,150
Net earnings	4,383,222	2,323,150
Less: Interest	1,408,914	1,140,560
Taxes	1,481,300	211,000
Prior yr. tax adj.	100,000	......
Min. interest	17,991	6,523
Net profit & surp.	1,375,017	965,067
aU. S. currency		
Less: Loss on sale of f.a.	431,816	......
Earnings per Share and Dividend Record:*		
Common	$0..58	$0.41
None paid.		

*Based on number of shares outstanding after deducting treasury shares.

Shares o/s at Dec. 31:		
Common, $1 p.v.†	2,372,476	2,362,096

†After deducting treasury stock.

CONDENSED CONS. BALANCE SHEETa

As at Dec. 31:	1958	1957
Cash	$7,914,906	$9,542,939
Accts., etc., rec. less res.†	31,117,675	29,062,772
Notes rec.	......	286,365
Inventories	31,586,924	32,292,544
Total curr. assets	70,619,505	71,174,620
Invest. in subs. (cost)	4,119,204	1,567,180
Def. charges	1,154,160	1,005,816
Other assets	2,249,965	2,708,476
Fixed assets‡	23,856,450	25,659,651
Total assets	101,999,284	102,115,752
Notes pay.	8,250,000	8,366,000
Debt instal. due	2,000,000	2,000,000
Acct. pay.	14,248,180	11,240,480
Accrued exps.	5,060,107	8,063,457
Taxes pay.	1,310,675	1,082,988
Total curr. liabs.	31,868,962	30,782,931
Long-term notes	8,855,000	12,000,000
Warr. reserve	1,475,847	1,011,323
Min. interest	236,505	218,897
Capital stock	2,393,046	2,393,046
Capital surplus	9,863,189	10,083,667
Earned surplus	47,882,980	46,517,963
Less: Treas. stk.	586,245	882,075
†After res. of	1,614,214	1,240,506
‡After depr. of	10,046,736	9,097,880
Working capital	38,750,543	40,411,689

aU. S. currency.

These shares having been sold, this advertisement appears as a matter of record only.

Outstanding Issue

80,000
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(of the par value $5 each)

Holt, Renfrew & Co., Limited

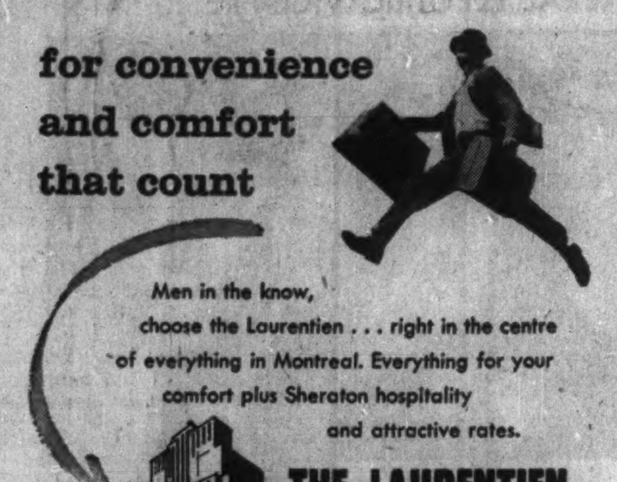
Price: $18.75 per share

These shares are listed on the Montreal Stock Exchange.

Wood, Gundy & Company
Limited

Dominion Securities Corpn.
Limited

Greenshields & Co
Inc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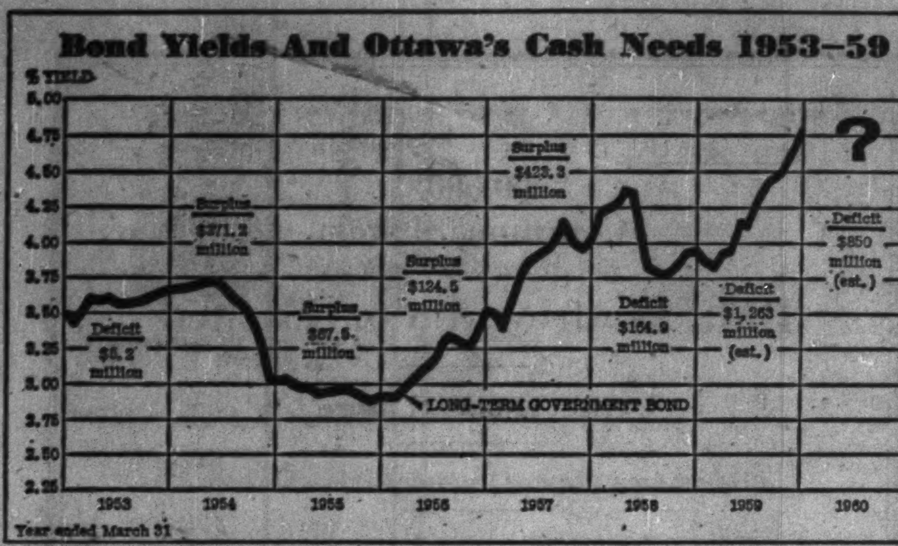


ONE OF THE BIG FACTORS in the rise in bond yields (and the drop in bond prices) has been the record peacetime cash deficit of the federal government. But yields don't always rise in times of deficit and fall in times of surplus. They rose in 1956 and 1957 when surpluses were big, because Ottawa was anxious to avoid excessive boomtime borrowing by keeping the money supply stable. Bond yields fell (and prices rose) in late 1957 and early 1958, even though large federal borrowing was in prospect, because the money supply was allowed to increase to encourage business recovery.

Will Bond Buyers Buy? Ottawa is Now Hopeful

Inflation fears should subside as federal borrowing drops . . .

OTTAWA — (Staff) — Government financial authorities believe fears of future inflation should subside, despite the fact that another year of deficit spending lies ahead.

There are two reasons for the optimism:

- Public holdings of Government of Canada market issues, which dropped steadily for the first three quarters of 1958, have been rising week by week since October.
- New government borrowings in the 1959-60 fiscal year may be less than half of those last year, including Canada Savings Bonds.

There are three main ways for the government to get money. It can borrow abroad, or expand the assets of the chartered banks, or get money from the savings of the Canadian people.

Over most of last year, the government got money in a way that was potentially inflationary — by expanding the assets of the chartered banks.

In the first nine months of 1958, the public debt increased by $650 million.

At the same time, the public's holdings (including Treasury bills and Canada Savings Bonds) dropped by nearly $700 million.

The $700 million and the $650 million increase was picked up by the banking system, causing an expansion of assets which produced wide-spread fears of inflation, since there was no corresponding increase in physical wealth.

But in the fourth quarter of 1958, public interest in government securities revived to a marked extent.

Public holdings of marketable issues increased by $509 million in the fourth quarter and the public bought $508 million worth of Canada Savings Bonds in the fall campaign.

This confidence has continued through the first three months of 1959. As the adjoining table shows, public holdings of Government of Canada issues (including savings bonds) on April 1 were more than $1,500 million greater than six months earlier.

Coupled with the returning public interest is the fact that government borrowings from the money market during the 1959-60 fiscal year are estimated by Finance Minister Fleming at around $600 million, against $1,220 million in the last fiscal year.

This is his calculation:

Budget deficit: $393 million.

Non-budgetary cash needs: $400 million.

Expected deficit in the old age security fund, $42 million (substitution of the new 3-3-3 formula for the old one of 2% on personal income up to a maximum, 2% on corporate income and a 2% sales tax should make the fund self-sustaining over the next two or three years).

Total, in round figures, $850 million.

Mr. Fleming didn't specify objectives for the 1959-60 Canada Savings Bond campaigns. But, assuming they bring in a net $250 million (they brought in a net $285 million last year), $600 million will remain to be secured by new market borrowings.

In addition to finding new cash, the government must also refund $1,350 million of existing direct market issues which will mature during 1959-60. The first two of these issues — totaling $500 million — are due July 1.

This year's conversion and refunding operations will be picayune compared to last year's.

The big item was the Conversion Loan of last summer, which brought the average term of maturity of the whole Canadian public debt to the longest it has been since 1945. It is now an even 10 years, against an average six years in 1957.

In 1958-59, the government issued $9,285 million in new securities. Renewals and conversions accounted for $6,805 million ($5,806 in the conversion loan).

Of the $2,480 million remainder, the government borrowed $400 million from the banks and got $860 million from gross sales of Canada Savings Bonds. The remaining $1,220 million came from the money market.

This year's budgetary expenditures are to be $5,845 million, $458 million greater than last year's if you include the deficits on the old age security fund.

There are two big elements in the increase:

1. Last year, we cleaned out the national defence equipment account, which had been built up over eight years to provide funds so that the services could replace equipment sent to NATO countries in Europe. This gave us an extra $165 million.

This year's defence department budget is $1,673 million — $14 million lower than last year's. But because the equipment account is gone, the budgetary drain for defence will be $151 million greater than last year ($165 million minus $14 million).

2. Welfare payments are up $160 million. The biggest of these payments is for the new hospital insurance plan — another $100 million. The remaining $60 million is for increased family and blind persons allowances and old age and unemployment assistance.

Mr. Fleming estimates cash needs outside the budget, and excluding the deficit in the old age security fund, at $400 million.

Here they are:

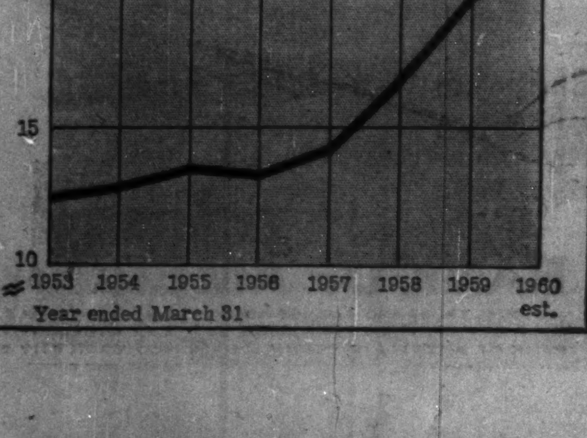
Cash Needs Outside the Budget:	$ Million
CMHC	300
CNR	200
St. Lawrence Seaway	30
National Harbors Board Farm Loan Board Other Crown Cos.	120
Total	650
Less Non-Budgetary Revenues	250
Non-Budgetary cash needs	400

Last year, the total cash needs outside the budget came to $800 million. They included $400 million for Central Mortgage & Housing Corp., $250 million for Canadian National Railways and the remainder for the St. Lawrence Seaway Authority, Northern Ontario Pipeline, Farm Loan Board and other crown corporations.

Public Bond Holdings Up

(Changes in distribution of funded debt of Canada including Canada Savings Bonds.)

	Jan. 1, 1958	Sept. 24, 1958	Change Jan.-Sept.	April 1, 1959	Change Sept.-April
	$ million				
Bank of Canada	2,428	2,712	+284	2,601	—111
Chartered Banks	2,676	3,890	+1,214	3,505	—385
Government Accounts	1,367	1,218	—149	944	—274
Gen. Public (all others, individual & corp.)	8,693	7,995	—698	9,511	+1,516
TOTAL	15,164	15,815	+651	16,561	+746



Watch NATO Air Policy: Decision Must Come Soon

It will involve at least $400 million, our aviation industry and RCAF morale . . .

MONTREAL (Staff) — The Canadian government will have to decide soon whether to re-equip the RCAF's 300-plane 1st Air Division in Europe at a cost of more than $400 million.

General Norstad, NATO military commander-in-chief, is due in Ottawa for top-level talks May 15.

Topic No. 1: **The future role of Canadian air squadrons based in Germany and France.**

It is a thorny problem for government planners. They must juggle these uncomfortable factors:

- **The Canadian aircraft industry,** particularly **Avro** and its army of sub-contractors, badly needs some work to replace the Arrow program. Unless it comes quickly, too many key men will leave for U. S. and U. K. jobs.
- **Morale in the RCAF** reportedly is sliding. Young officers see the chances of promotion rapidly fading.

If home based air defence is going to rely entirely on missiles a major part of the promotion ladder has been removed. If the Air Division follows suit, the RCAF will be reduced to a few transport and anti-submarine squadrons, with future advancement open to a relative handful of technical officers trained in electronics and missile work.

- **From a NATO point of view** it is politically imperative that Canada maintain an active and effective military force in Europe. This is felt particularly now following fresh strains imposed on the alliance by France's decision to withdraw its Mediterranean fleet from NATO control.
- **With its present Sabre and CF-100 aircraft,** the Division is already operationally less effective than most NATO air units on duty in the area. In a battle against Russian units in the same area, the RCAF squadrons would find themselves up against better-armed aircraft with speeds 20% to 50% greater.
- **To re-equip the Division** on its present scale, airmen estimate, would cost at least $400 million — probably more. For a cabinet trying to cut down its deficit, such expenditures are hard to take.

All these matters will certainly be discussed when Norstad visits Ottawa. Air Force planners have been working on cabinet recommendations for some months. Teams have visited a number of planemakers in Canada and Europe.

Most likely candidate:

Grumman F11F-1F Super Tiger, a new supersonic jet fighter in service with the U. S. Navy (FP, Feb. 7).

Other planes seriously considered: A new British light bomber made by **Blackburn & General Aircraft,** Italy's **Fiat** light fighter, **Northrop Aircraft's** new supersonic fighter intended for operation out of small fields.

There has been no indication which Canadian plant would build the aircraft selected.

However, it is generally felt any such contract would go to Avro.

Another possibility now being discussed in Air Force circles is scrapping the Air Division as a flying force altogether and turning it into a missile division.

Some senior planners feel strongly that any units based within minutes of jet flying from the borders of the Russian zone would become instant casualties anyway as long as they relied on vulnerable airfields.

These planners picture an entirely new military pattern for Europe.

They would like to see all aircraft moved back, with most support missions being flown from Western France, U. K., Southern Germany, Italy and Middle East bases.

This would lead to some range problems, but it is felt the vital air bases might stand a chance of remaining intact long enough to mount an effective counterattack.

The battle area — where the RCAF is now based — would become the site for well dispersed ground-to-ground and ground-to-air missile units.

Such a dispersal of strength would put extreme pressure on Russian air units intent on a quick emasculation of NATO air power.

All this adds up to another defence headache for Ottawa.

As NATO military commander, Norstad has the right to know what Canada plans to do about its European air units.

The Canadian aviation industry, too, is anxious for a quick decision.

The Sabre-replacement is now considered the last real hope in the battle to keep the aircraft industry from declining.

Feeling in aviation circles is that a decision will not be much longer delayed.

Company Report

Oil

UNITED OIL had a net loss of $651,522 in 1958 ($1,180,411 in previous year).

Oil output dropped to 272,918 bbl. (385,422 bbl) reflecting reduction in market allowables for Alberta crude.

Proven and probable oil reserves have reached 23.5 million bbl. The rise from 5.4 million bbl. prior to the Swan Hill oil discovery in 1957, results from successful development of this field. United has a 6.25% interest in the field and also participates through **Home Oil,** the chief operator.

- Role as largest single shareholder of Home continues. At year end United held 828,906 class B shares representing 35.4% of the voting stock.

Bulk of gas reserves comprise 30 billion cu. ft. in Nevis field. United has a 5.87% interest in the unitized field. A gas processing plant is under construction and deliveries to **Trans-Canada Pipe Lines** will begin this fall, President R. A. Brown, Jr. states.

CONSOL. INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Inc. fr. oil prod.	$690,127	$1,017,327
Add: Other inc.	6,405	3,209
Total net rev.	696,532	1,020,536
Less: Oper. exps.	223,571	300,123
Deprec.	101,929	98,850
Deplet.	439,493	695,497
Interest	523,432	579,878
Leases w/o & roy. int. w/o	59,629	226,599
Net loss for year	651,522	1,180,411
Shares o/s as at Dec. 31:		
Common, n.p.v.	8,485,104	6,490,256

CONDENSED CONS. BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$351,591	$4,423
Accts., etc., rec.	16,236	2,368
Total curr. assets	367,827	6,811
Investments	6,530,070	6,530,070
Develop. acct., land & leasesa	5,342,942	4,322,645
Plant & equip.‡		291,977
Other assets	14,098	6,998
Total assets	12,255,537	11,157,496
Due bank	9,298,375	11,322,682
Accts. pay.	5,566	11,063
Due affil. cos.	74,379	27,696
Total curr. liabs.	9,378,320	11,361,441
Capital stock	7,724,255	3,752,550
Deficit	4,747,038	3,956,502
‡After depr. of	2,223,131	247,083
aAfter depl. of		1,446,433

CNR Firemen's Strike Talk Just a Stall?

MONTREAL (Staff) — A strike threat this week by firemen working for **Canadian National Railways** changed little in the international tug-of-war over the question of carrying firemen on yard and freight diesels (FP, March 28).

There seems almost no chance that organized labor—including other rail unions—will support the firemen's union if it strikes to support a principle it has already retreated from in the case of **Canadian Pacific Railway.**

Meanwhile CNR said it would unilaterally implement a conciliation report ruling against the union. This will take place May 1.

But labor circles assume this week's strike talk is merely a stall. The firemen's union doesn't want any more unfavorable precedents in Canada before it starts midsummer negotiations with U. S. lines.

A number of Canadian investigating groups have said firemen aren't needed on freight and yard diesels.

Player's Please

THE MILDEST BEST-TASTING CIGARETTE

DOME PRODUCTION UP

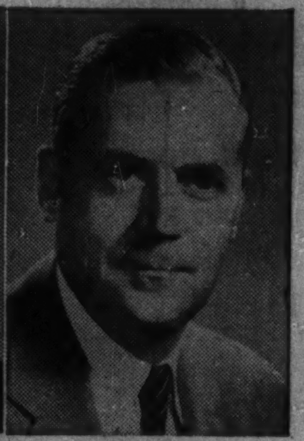
Dome Mines pushed production of gold bullion ahead slightly in March. Value of output at $501,188 was ahead $955 from the same period last year. Total of 61,400 tons were milled in the latest month with average recovery amounting to $8.16 per ton.

ANNOUNCEMENT

CANADIAN GENERAL ELECTRIC VICE-PRESIDENTS

R. M. JENNINGS

W. F. WANSBROUGH


W. G. WARD

Robert M. Jennings, W. Frank Wansbrough and Walter G. Ward have been appointed Vice-Presidents of Canadian General Electric Company Limited. Announcement of the appointments was made by J. Herbert Smith, President, following a recent meeting of company's Board of Directors.

Mr. Jennings is General Manager of the Small Appliance Department at Barrie, Ont. He was born in South Newbridge, N.B., and joined C.G.E. in 1930, following graduation in electrical engineering from the University of New Brunswick.

Mr. Wansbrough, who has his offices in the company's major appliance headquarters in Montreal, is General Manager of the Appliance and Television Receiver Department. A native of Grand Valley, Ont., Mr. Wansbrough joined the company in 1929.

Mr. Ward is General Manager of the Apparatus Department, with headquarters in Peterborough, Ont. A native of that city, Mr. Ward is an electrical engineering graduate of McGill University with 28 years' service with Canadian General Electric.

FRANKI in Canada...

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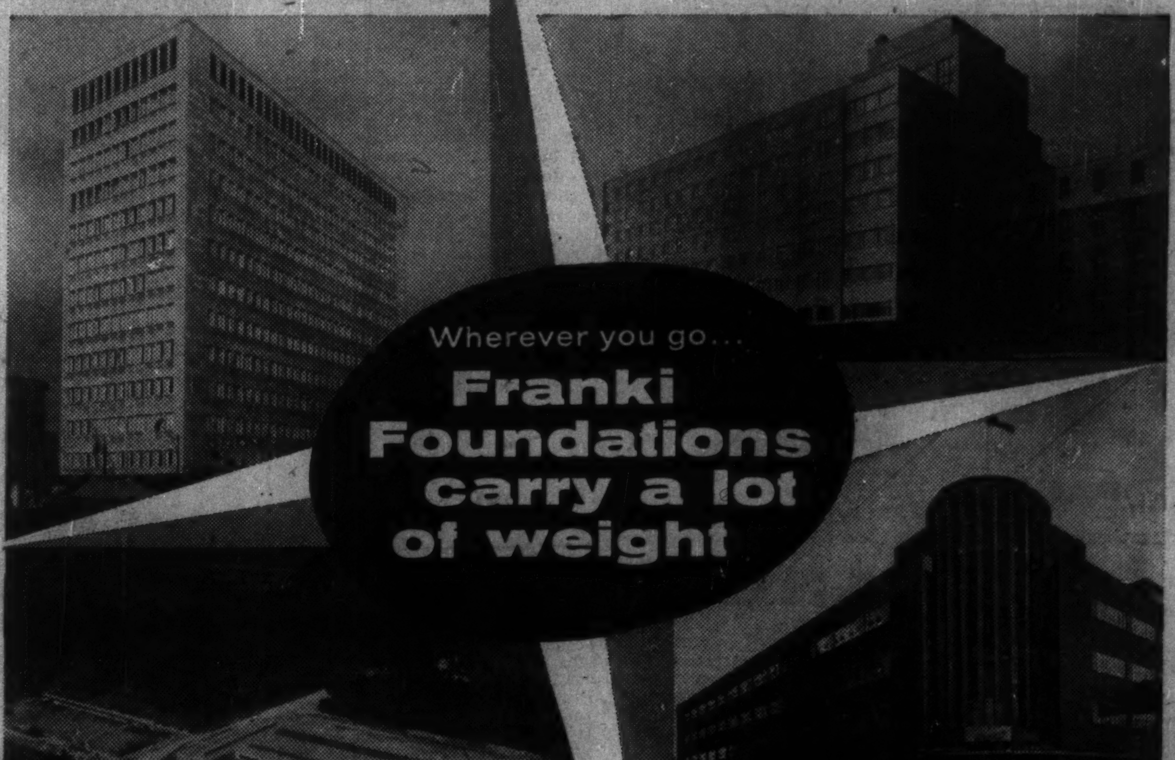
ST. BONIFACE, MAN.—St. Boniface Hospital



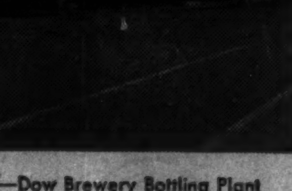
PORT MOODY, B.C.—Canadian Western Pipe Mills

MONTREAL, QUE.—Dow Brewery Bottling Plant

BRAZIL—Marquês de Herval, Office Building

MEXICO—La Commercial S.A., Office Building

FRANKI around the world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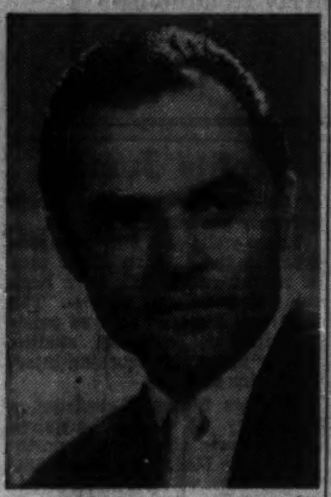


PETER M. SKOFIC

Canadian, promoted by American Export Lines to manager of Canadian headquarters. He joined the company in 1952 and has had extensive experience in transportation.

American Export Lines announces that effective immediately its Canadian headquarters, 85 King Street East, Toronto, will handle cargo as well as passenger bookings.

The company's decision to extend its services in Canada stems from its Federal Maritime Board application for a contract to operate on the Mediterranean-St. Lawrence Seaway-Great Lakes trade route, and from the wide interest of Canadian shippers in the round-trip unsubsidized voyage of the express cargo vessel EXTAVIA, the first U. S.-flag ship to transit the new waterway from principal Mediterranean ports to leading lake ports.

Starting at Naples March 27, the EXTAVIA loads at Marseilles, Genoa, Leghorn, Barcelona, Seville and Lisbon for Montreal, Toronto, Cleveland, Detroit, Chicago and Milwaukee. Eastbound, the 16½-knot vessel sails from Milwaukee, May 2, calling at Chicago, Detroit, Toledo, Cleveland, Toronto and Montreal for Lisbon, Casablanca, Barcelona, Genoa and Naples. Other calls will be made as cargo inducement offers.

U.S. Deal with Euratom May Hit Our Uranium Sale

Canada's hopes of selling uranium to the Euratom powers will be hard hit by plans announced this week to build one million kw of nuclear generating power under U. S. auspices in the six countries by the end of 1963.

An invitation to government and private firms in the Euratom group and in the U. S. to submit proposals was made jointly in the name of Euratom and the U. S. Atomic Energy Commission.

Canadian and British firms are automatically excluded.

The designs must also use "reactors on which research and development have been carried to an advanced stage in the United States."

This rules out all reactors using natural uranium — the only uranium that Canada can supply — as fuel, since none of these have yet reached an advanced stage in the U. S.

Because this large amount of generating capacity will form a very large proportion of all the nuclear plant constructed in the first phase of the Euratom program, it will probably set a pattern for nuclear development in many of these key countries.

Exceptions may be Italy, where the government resisted with determination U. S.-based pressure from Euratom to exclude a British natural uranium burning design from its program, and France, which has built several natural uranium reactors of its own design on an exploratory basis.

There is no doubt, however, that the latest coup is an astute move and a major victory for U. S. atom diplomacy.

It has been achieved by sheer weight of financial resources and offers terms so generous that no country could really afford to refuse them.

It means that even if the U. S. reactors do turn out to be more expensive, capital-wise, than those that other countries like Britain could have offered, U. S. aid will more than defray the difference.

The U. S. has much to gain from the agreement.

- It will gain important political and industrial footholds in Europe as a result of the implementation of the agreement.
- It will have a first claim on all research and development knowledge that comes available as a result of operating the reactors.

In this way it will gain a great deal of valuable operating experience in countries where atomic energy is in high demand, and save the need to go in for a large number of expensive projects of its own at a time when atomic energy would be uneconomic at home.

Here is the planned timetable for progress under the U. S.-Euratom agreement, designed to ensure maximum speed, so that these reactors, rather than other alternatives, are built first:

▶ May 28, 1959, (45 days from announcement of the invitation): Those who intend to submit proposals are requested to give notice of the fact to the Euratom Commission by this date.

▶ Sept. 1, 1959: Deadline for submission of proposals.

▶ Dec. 31, 1959: Target date for selection of projects by Euratom and USAEC.

▶ April, 1960: Target date for beginning of construction.

▶ Dec. 31, 1959: Target date for completion of plants.

The U. S. and Euratom have reserved the right to defer completion of dates of two projects until Dec. 31, 1965, in recognition of possible significant technical developments within the next few years.

In the hope of being able to accept some projects at an early date, the two Commissions are prepared to consider proposals filed in advance of Sept. 1.

In addition to the plant construction and operation program, the U. S. and Euratom have agreed to invest approximately $100 million over the next five years in a joint research and development program.

The cost will be borne jointly by the two commissions.

Effort will be focused on improving performance of reactor systems accepted for the power plant program and on lowering the cost of fabricating and processing types of fuel used in such reactors.

Proposals for the research and development program have already been solicited.

Nuclear power projects now well advanced in planning in the Euratom countries will not be excluded from consideration if they meet the conditions and criteria set for participating in the joint program.

Acceptance of any such projects will not, however, relieve any manufacturers or suppliers of commitments previously made.

The joint program of construction and operation is expected to provide industry in Europe and the U. S. with important experience as well as data on nuclear power capital and operation costs.

Company Report

Merchandising

CONSOLIDATED GLASS INDUSTRIES LTD., Toronto, sustained a consolidated net loss of $70,470 in 1958, compared with a net profit of $36,916 for 1957.

Loss was largely due to sharply lower sales and increased operating costs caused by re-location of Montreal branch in new premises, as well as lower gross margins resulting from severe competition, President D. S. Rattray reports.

Over-all sales decreased by some 2%, despite a higher sales volume by two company branches.

Most important single glazing contract handled was the installation of glass in the Royal York Hotel addition, Toronto.

In financing the new Montreal premises, company placed a 10-year first mortgage of $125,000 on the property.

Preferred dividends are now in arrears one year.

During the first two months of 1959 sales have shown a substantial increase.

Operating results can be expected to show an improvement, the president says.

CONS. INCOME ACCOUNT		
As at Dec. 31:	1958	1957
Net earnings	$16,528	$140,339
Less: Deprec.	47,959	43,122
Bond interest	44,457	44,731
Income taxes	†5,418	15,570
Net profit	‡70,470	36,916
Less: Pref. divds.	3,375	13,500
Surplus for year	‡73,845	23,416
†Credit.		
‡Loss & deficit.		
Times Bond Interest Earned:		
Before depr.	0.37	3.14
After depr.	....	2.17
Earnings per Share and Dividend Record:		
6% Pref.	d$31.32	$16.41
Paid	1.50	6.00
Common	d0.74	0.23
None paid.		

Note—Preferred dividends are in arrears $4.50 per share at Dec. 31, 1958.

Shares o/s as at Dec. 31:		
6% Pref., $100	2,250	2,250
Common, n.p.v.	100,000	100,000

CONDENSED CONS. BALANCE SHEET		
As at Dec. 31:	1958	1957
Cash	14,157	83,362
Dep. re new bldg.	....	25,000
Accts., etc., rec.‡	729,736	751,631
Inventories	603,897	352,512
Prep. exps	11,731	7,216
Total curr. assets	1,359,521	1,220,721
Investments	2,644	1,882
Fixed assets*	846,916	746,157
Bond discount	30,733	33,533
Total assets	2,239,814	2,121,293
Bank overdraft	554,617	383,927
Debt due	25,000	20,000
Accts., taxes pay.	417,187	287,711
Total cur. liabs.	996,804	691,638
Long term debt	902,000	812,000
Capital stock	277,430	277,430
Earned surplus	63,580	140,225
‡After res. of	unstated	15,171
*After deprec. of	104,967	100,421
Working capital	362,717	448,083

Ban Military Use of Uranium In Japan Deal

Details are now available from the International Atomic Energy Agency in Vienna of the conditions under which Canadian uranium will be supplied to Japan (FP, Dec. 27, 1958).

Under the terms of an agreement signed on March 24, Japan is required to state within 30 days the place in Canada where it wishes to take delivery of the material, about 3,000 kilograms of natural uranium required for use in a 10,000-kw research reactor.

The agreement sets out certain specifications, including the size of billets, density, surface conditions and chemical purity.

Samples will be taken from every billet for chemical analysis and other scientific measurements.

The agreement between IAEA and Japan makes provision for the application to the research project of health and safety measures approved by the agency and lays down that the material supplied and any special fissionable material, such as plutonium, made from it, shall not be used for military purposes.

Uranium After 1962: Canadian Drive Opens

From Our Own Correspondent

WASHINGTON, D.C. — A flying visit to Washington this week by Trade Minister Gordon Churchill was Ottawa's first major move in trying to get the U. S. contracts for Canadian uranium renewed after 1962.

No decisions were reached at the Washington meeting between Churchill and U. S. Atomic Energy Commission Chairman John McCone, but the trade minister emphasized the importance of making an early decision on the contract renewals.

Churchill also noted the contribution Canada had made in going into uranium production so quickly at the behest of the U. S. when uranium was in short supply. He left the meeting with a feeling that the AEC officials had a clear understanding of the Canadian position.

There likely will be a series of conversations to discuss the renewal of the contracts, but it may be some time before these conversations are started.

March 31, 1961 is the deadline for the U. S. on deciding whether to pick up the options it holds for most of Canadian contracts.

If the options are not picked up, the contracts run out one year later.

The AEC is under intense pressure from the domestic industry and from the Congress to drastically reduce uranium purchases from Canada.

Churchill, accompanied by W. M. Gilchrist of **Eldorado Mining and Refining Ltd.**, spent two hours with McCone and his associates.

Uranium has become Canada's largest minerals export. Almost all of the 13,500 tons mined in Canada last year went to the U. S.

For the next few years, Canadian output will run around 15,500 tons of which 13,800 will go to the U. S. under the contracts.

Officials of the AEC are understood to be sympathetic to the Canadian requests for contract renewals.

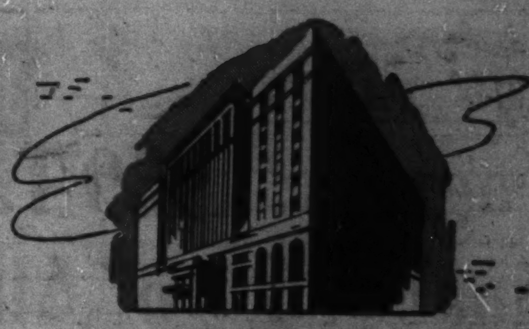
These officials, however, are keenly aware of the political and industry pressure and they have agreed to discuss foreign contracts with the joint congressional committee on atomic energy before any renewals are made.

One observer close to the scene in Washington commented to FP: "Sure, it's fine to dramatize the importance of the contracts as much as you can.

"But don't expect or even ask for immediate action. They've got a lot of other more immediate problems just now so don't bother them for a specific answer.

"Wait until they're less harried. But keep on emphasizing the tremendous importance of the decision for the Canadian uranium industry."

GENERAL STEEL WARES LTD. in March purchased for cancellation 296 preferred shares, leaving 41,241 outstanding Mar. 31.



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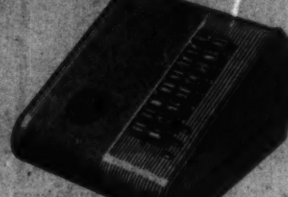

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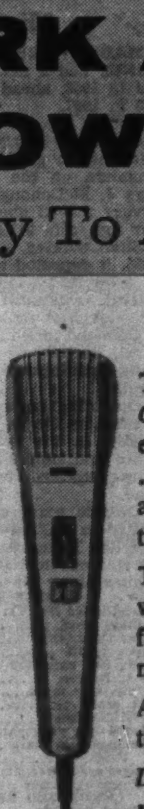

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YOUR TAXES

An exclusive FP column of comment on the trends in personal and business taxation.

Progress? 1959 Tax Increase Equals 75% of All '39 Take

By JOHN G. McDONALD, LL.M.

McCarthy & McCarthy, Toronto

NO BUDGET can be expected to please everyone. On balance, we think Mr. Fleming has done a good job this year.

Basically, he has avoided extreme measures while adhering to the relative distribution of the tax burden among different income groups.

Any other government would probably have surtaxed personal incomes more heavily to increase the relative size of federal "transfer payments," thus accelerating what many people seem to regard as a trend toward a welfare state.

The budget finally makes sense out of the Old Age Security Act by requiring its beneficiaries to pay for what they get.

Approximately $200 million of the $352 million tax increase goes to old age security under the new 3:3:3 formula — 3% tax (up to $90 per year) on personal incomes, 3% on corporate incomes, and 3% on sales. It was 2:2:2 before.

Of the $200 million, $50 million is payable in personal income tax by those who earn less than $6,000 a year, $28 million is payable by corporations who will undoubtedly pass on the increase in higher manufacturer's prices, and $93 million represents higher sales taxes that will fall on the general public.

Because the full effects of the 3:3:3 formula won't be felt over the full fiscal year 1959-60 (the 3% tax on personal incomes takes effect only on July 1), there will be a $42 million shortfall. (See chart: $536 million vs. $578 million outgo.)

Over the next few years, however, it is expected that the fund will be about in balance.

On the "soak the rich" side of things, the balance of the tax increase ($152 million) is made up of $45 million surtaxed on individuals earning more than $3,000 a year taxable income ($5,600 for a married man with two children); $56 million in higher corporation income tax, most of which will be borne by shareholders; and $46 million in new excise levies on cigarettes and liquor.

In addition, higher income groups will pay $34 million of the 1% personal income tax allocated to the Old Age Security fund.

Results: 50% of the increase is payable by five million Canadians who earn less than $3,000 (taxable) a year, and the other 50% is payable by 800,000 people in the higher income brackets.

The really dismal aspect of the whole business is its reminder of how far we have traveled in the past 20 years.

The $352 million 1959 increase in federal taxation, small as it is in the context of federal spending of $5.3 billion, is 75% of the entire federal budget of 1939 ($457 million).

Although the annual income tax amending bill normally introduces 40 or 50 technical changes in the law, the budget message flies a kite on a few of them.

This year we are told to expect the following:

1. Government-subsidized hospital expenses

In the past taxpayers have been allowed to deduct medical and hospital expenses (in excess of 3% of income) paid by them **or by their "legal representatives."**

The amount of your hospital bill paid by a private insurance company was deductible because the company was treated as your legal representative.

Commencing Jan. 1, 1959, hospital expenses paid by a provincial hospital commission out of a federally-supported hospital insurance plan will not be deductible. Private insurance payments — now confined to private and semi-private coverage will still be deductible.

2. Widows' death benefits

A death benefit is an amount paid upon or after the death of an employee, to his widow, in recognition of his service.

In the past, such a benefit has been subject to a deduction equal to 90 days' salary.

This deduction will now be increased, with respect to deaths after April 9, 1959, to the lesser of 12 months' salary or $10,000.

It should be noted that such a benefit is nevertheless includible in computing aggregate net value of the employee's estate for estate tax purposes, so that in some cases the revenue will take back with its left hand the benefit granted by the right.

3. Pension credits transferable

For the 1959 and subsequent taxation years, a taxpayer who receives a lump sum payment out of a registered pension fund, upon termination of employment or winding up of the fund, may make a tax-free transfer of the payment to another pension fund or into a registered retirement savings plan.

4. Group insurance loophole plugged

Under s.5(a) of the Income Tax Act an employee is taxed on the value of "benefits of any kind whatsoever received by him" other than benefits under a group insurance plan.

The Tax Appeal Board has held that the group insurance benefit exemption applies to life insurance paid for by employers, and according to Mr. Fleming, top executives have been flocking through this "loophole" to avoid the astronomical tax rates applicable to an ordinary salary increase.

For the 1960 and subsequent taxation years a new ceiling of $25,000 is now fixed for group life policies. Premiums allocable to coverage in excess of $25,000 will be taxed to the insured employee concerned as income from his employment.

5. Notices of objection

If you wish to object to an income tax assessment, you now have 90 days (instead of 60 days) to file your statutory notice. The 90 days are counted from the day of mailing of the notice of assessment and as before a late objection is null and void.

The tax assessed must still be paid notwithstanding the filing of a notice of objection.

6. Foreign business corporations

For 30-odd years past, the income tax Acts have exempted corporations carrying on business entirely outside Canada. Under the former Income War Tax Act such corporations were called "4-k" companies, and included several well-known organizations such as **Brazilian Traction, Mexican Light and International Petroleum.**

Budget resolution No. 9 now tells us that "the privilege of qualifying as a foreign business corporation [is to] be withdrawn except for those corporations that were so qualified for the 1958 taxation year.

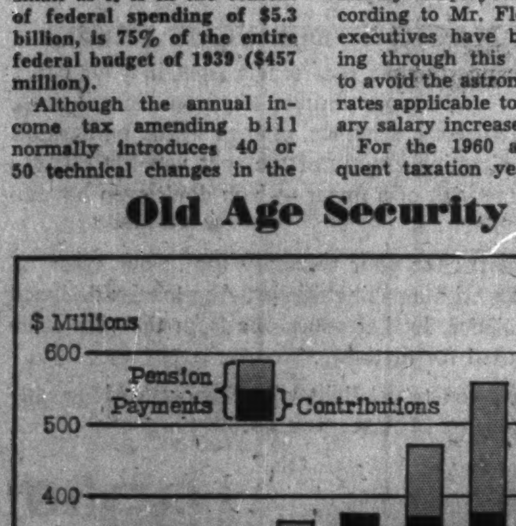
Mr. Fleming failed to state his reason for taking this step.

In view of the fact that the U. K. has introduced the "overseas trade corporation," and the U. S. is reported to be about to enact a foreign business exemption as part of the Internal Revenue Code, we cannot understand why Canada should needlessly throw away future "head office" management of foreign enterprises.

Here's the Personal Touch

	Single			Married, two dependents		
	1958	1959	Full Year	1958	1959	Full Year
$3,000	$ 274	$ 289	$ 293	$ 52	$ 54	$ 56
7,500	1,146	1,195	1,244	830	864	898
15,000	3,472	3,596	3,720	2,902	3,011	3,120
30,000	10,062	10,336	10,610	9,342	9,601	9,860
50,000	20,807	21,281	21,755	20,008	20,467	20,926

Old Age Security



Who Is, and Who Isn't On Unemployed Rolls?

Who is included in our unemployment figures?

Generally, anyone over 14 years old who is out of work and looking for employment. That includes both sexes.

At last count by Dominion Bureau of Statistics and Department of Labor, there were 537,000 Canadians "without jobs and seeking work."

But there are some exceptions to the over-14 rule:

Inmates of institutions, members of the armed forces, Indians on reservations and residents of the Yukon and Northwest Territories are not counted.

They are excluded from the population count which the government uses in labor statistics —a count that came to 11,482,000 in latest survey.

There are about 346,000 persons in the excluded class.

In the labor force survey, about 35,000 households in 120 different areas of Canada are checked by the special surveys division of DBS.

There are problems of classification.

Among these difficulties are getting elderly people, married women and those with employment handicaps into the proper category.

Here's how DBS defines its "persons without jobs and seeking work" category:

It takes in all who were looking for work in the survey week and who did no work at all.

That includes anyone temporarily away from his job for the whole survey week and looking for another job.

Also in the grouping are those who would have been looking for work if they had not been ill, were on indefinite or prolonged layoff or believed that no work was available.

Anyone who worked part of the survey week and also looked for a job is not included in this class. Such a person would be classified as "with a job and at work."

There are still others over 14 years of age who don't get into the labor force at all.

The nonworking class includes students, housewives, those too old or unable to work and the voluntary idle or retired.

Housewives and students are statistical problems.

How is a housewife who works part-time fitted in? She would be tagged as a "person with a job." If she is currently looking for work, she would go into "persons without jobs and seeking work."

Registrations with National Employment Service come to a substantially higher total than the DBS estimates.

Latest NES figure was just over 790,000.

It includes workers wanting to change from one job to another, others who have found work since registering, still others out for some unemployment insurance benefits that may be coming to them, rather than jobs.

Claimants for these benefits totaled just over 785,000 at end of January, of which over 203,000 were seeking seasonal, rather than regular, unemployment insurance benefits.

Seasonal benefits (January to mid-April) can be drawn in some cases by persons whose regular benefits have run out.

How many working Canadians are insured in the system?

Figures for January this year list 4.2 million, of which 3.5 million were employed.

All these shares having been sold, this advertisement appears as a matter of record only

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Scurry-Rainbow Oil Profits Jump

Rising royalty income sparked a 230% rise in net profit of **Scurry-Rainbow Oil** in the quarter ended Dec. 31, 1958. Estimated net profit of $124,415 was ahead from $37,727 in the same period of the preceding year.

Oil output, averaging 2,400 bbl. per day was ahead 10% in the quarter reflecting an increase in royalty production.

During the period additional 13 wells were added to make a total of 395 royalty wells in which company has interest.

Three wells of a four-hole program in the Beatton River area of northwestern B.C. have been completed without success. The final well has been delayed pending further geological studies. Scurry has a 22% working interest in this program.

Farmers Mutual Petroleum, a subsidiary of Scurry, acquired 100,000 acres about 40 mi. northeast of the Medicine Hat gas field where work will get underway in May. In south central Sask., Farmers is currently drilling a test well on a 200,000 acre tract.

Company Report

Mining

MADSEN RED LAKE GOLD MINES had a net profit of $1,051,724 in 1958, ahead 47% from $713,600 in 1957.

Bullion income climbed 17.2% in the year to $4,210,606. This jump reflects higher grade ore and drop in premium on the Canadian dollar, says J. McDonough, president. Recovery moved ahead 22% at $13.93 per ton from $11.42 in 1957.

Shaft sinking, underway through 1958, is expected to reach objective of 3,875 ft. by mid-year. Extensive lateral work will follow, to open new level as rapidly as possible.

Diamond drilling from the 17th level, deepest working level, indicates continuance of ore to this depth.

Operating costs at the mine increased by 75c per ton to $8.70. Main factors in the rise were increased labor and supply costs, shaft deepening expense, and lower operating rate.

Outside exploration program resulted in staking of eight claims in the Red Lake area. Work was also carried out in Saskatchewan and on claims along the Alaska Highway.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Bullion prod.	$4,210,606	$3,485,717
Less: Oper. exps.	2,630,450	2,428,015
Oper. profit	1,580,156	1,057,702
Add: Int. earned	42,477	25,518
Less: Deprec.	271,409	294,340
Prov. for taxes	299,500	75,280
Net profit	1,051,724	713,600
Less: Dividends	699,906	349,953
Surplus for year	351,818	363,647
Earnings per Share ..	$0.301	$0.204
Paid	0.10+0.10	0.10
Shares o/s at Dec. 31:		
Common, $1 par	3,499,528	3,499,528

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash & bullion	$1,554,932	$1,248,514
Investments*	40,735	37,693
Accts. rec.	178,005	167,639
Prep. exps.	12,823	10,754
Mat. & supplies	554,965	557,064
Total curr. assets ..	2,341,460	2,021,664
Deps. re power contract, etc.	26,373	27,076
Def. develop. exp. ...	335,340	114,535
Mining props.	1,644,621	1,644,621
Plant & equip.‡	1,085,636	1,177,358
Other claim exp. ...	150,997	138,971
Total assets	5,584,427	5,125,225
Accts., etc., pay.	242,450	184,377
Tax provision	119,808	62,346
Total curr. liab.	362,258	246,723
Capital stock§	2,109,367	2,109,367
Earned surplus	3,112,802	2,769,133
*Market value	30,830	23,149
‡After depr. of	3,349,000	3,088,413
§After discount of $1,390,101.		
Working capital	1,979,202	1,774,941

OPERATING STATISTICS

	1958	1957
Tons milled	302,300	305,300
Av. recovery	$13.93	$11.42
Ore reserves, tons	644,190	741,190
Grade ($35 gold) ..	$11.58	$11.58

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Garment Makers Missing Millions In Europe Sales

This one retailer says he could sell $100,000 of Canadian-made clothing a year in Europe, but "Canadian garment makers are not interested . . ."

MONTREAL (Staff) — Canadian garment manufacturers are missing a multi-million dollar export bet in Europe.

The reason, according to a Montreal textile man: They won't get out and sell.

Sydney Liverant claims he has all but given up trying to get garments in Canada for a chain of clothing stores he and his family run in Europe. The 80-store chain has 12 outlets in Canada the balance in several European countries.

Import requirements for European stores are being ordered from U. S, makers.

This amounts to anywhere between $100,000 and $200,000 per year.

Half of this business, says Liverant, could be placed with Canadian garment makers,

"The big problem is that Canadian makers are not interested; apparently they don't need business," says Liverant who for a number of years has been trying to coax garment makers in this country to sell in Europe.

He says there is a big market in Europe for Canadian garments.

Many European retailers who now give large orders to the U. S. would be happy to place part of their import requirements with Canadian firms, provided price, quality and style are on a par, he says.

But to get this business, Canadian garment makers will have to make a sales effort in Europe and go to a little extra trouble in filling orders Liverant adds.

The European way of doing business differs somewhat from North American practice. So do garment sizes.

A European buyer, for example, wants a photograph or sketch of the garments he is ordering accompanied by samples of materials to be used.

The reason: Many retailers have been fooled once too often on import orders. They want to be sure they are getting exactly what they ordered.

Deliveries, too, must be exactly to the specifications of the order and — even more important — on time.

In Europe, special sales and discounts — the order of the day in North America — are much less frequent. Hence buyers insist on no substitutions.

They expect to sell most garments they order at a predetermined retail price.

Paperwork also requires close attention. Customs invoices and other forms must be filled out correctly.

Liverant says it would probably take a Canadian garment maker at least two seasons to establish itself in the European market.

Once established, it might then be in a position to reap big dividends.

European buyers, he notes, are much more faithful to suppliers than their North American counterparts.

"Here the big stores may buy from one manufacturer one season and another the next. In Europe buyers tend to stick with their suppliers provided they can make money on the line and the suppliers maintain quality.

Many Europeans would probably prefer to do business with Canadian makers rather than U. S. manufacturers, — other things being equal.

Many Canadian-made garments are competitive in price with those produced in the U. S., equal in styling and probably a bit better in workmanship.

In addition, Canadians generally are well regarded in Europe, at times more highly than Americans whose high-pressure selling techniques have occasionally antagonized buyers.

Liverant points out that government export insurance is available to Canadian garment makers who do business in Europe. At nominal cost, it provides assurance that orders will be paid for.

In addition he says Canadian government officials abroad will try hard to help Canadian manufacturers.

"But they won't go out to the retailers and sell the line — nor should one expect them to," he adds.

Atom Profits For You Here?

Nearly 300 inventions resulting from work in British atomic energy establishments are made available for use under licence in a list published by U. K. Atomic Energy Authority.

The list contains a wide range of items of general use outside the field of atomics.

For example: phosphors underwater lamps, abrasion-free glass screens, methods to use fluorine gas in welding, induction heating apparatus, liquid flow meters, atom smashers, ways to irradiate materials to improve their characteristics, liquid metal pumps and details of many chemical processes.

The announcement, entitled Inventions Available for Industrial Use, states that the Authority holds a substantial number of patents and provisional patents both in the U. K. and in overseas countries, the use of which was until recently restricted.

"Although originally developed for atomic energy purposes, these inventions also have general applications in engineering, chemical, metallurgical, electronic and instrument fields. They can, therefore, be applied in a wide range of industries."

YOU AND THE LAW

If you were the judge, how would you have decided this real Canadian court case?

When Thomas Staked

Eight men formed a syndicate to deal in mining claims. Each man had an equal share and new members could not be admitted without majority consent. Reeves and one other managed all the business dealings; however, any of them could stake claims for the syndicate.

Thomas, an outsider, purchased the share of one of the members and later sold half of it to Reeves. A few days later the syndicate made a highly profitable sale of assets.

Thomas sued Reeves for return of the half-share and for the profit thereupon: "You knew, when you bought my half-share, that a profit was about to be made. As owner of one of the eight shares I was your partner and therefore in a fiduciary relationship to you. You had a duty to inform me and you did not."

Reeves replied: "We were not in partnership, we were only co-owners. As such, there was no duty on me to disclose special information."

Should Thomas recover?

The court held that the eight members had joined together to carry on business in common with a view to profit. Therefore they were in partnership.

Supporting this ruling was the restriction on admitting new members and the agency, each for the others, of staking new claims—factors inconsistent with mere co-ownership.

However, the transfer of a share to Thomas was never sanctioned by the majority; hence, he could not be a partner and no duty was owed to him.

Thomas failed to recover.

Based on a decision of the Court of Appeal, Ontario.

By H. T. G. ANDREWS

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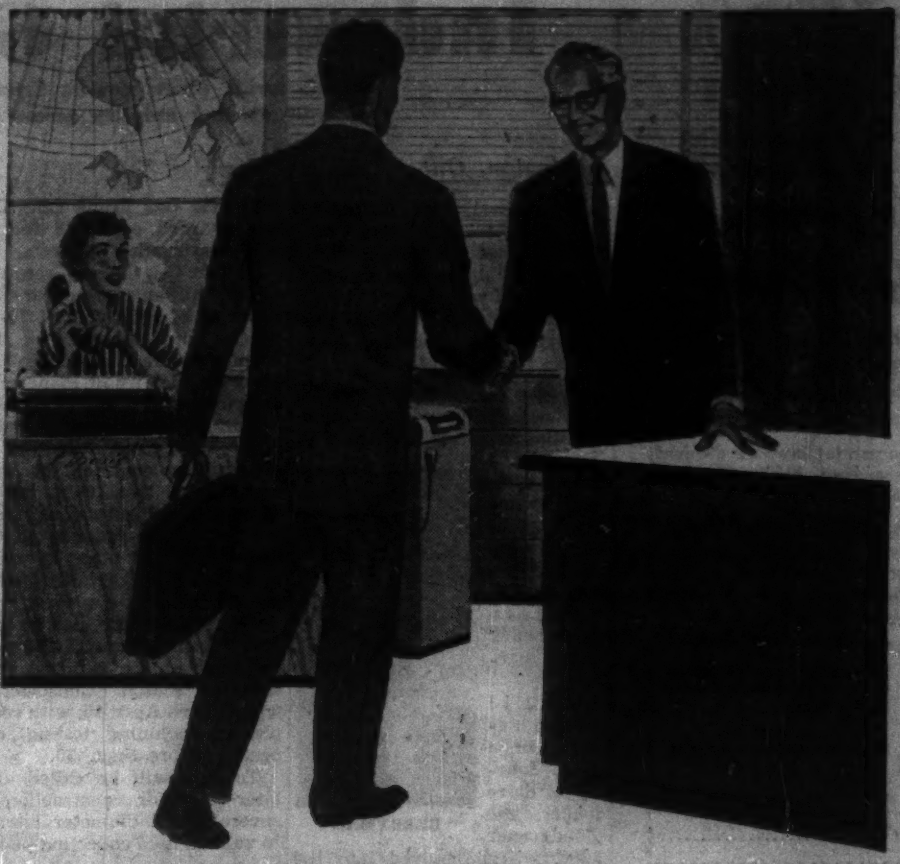

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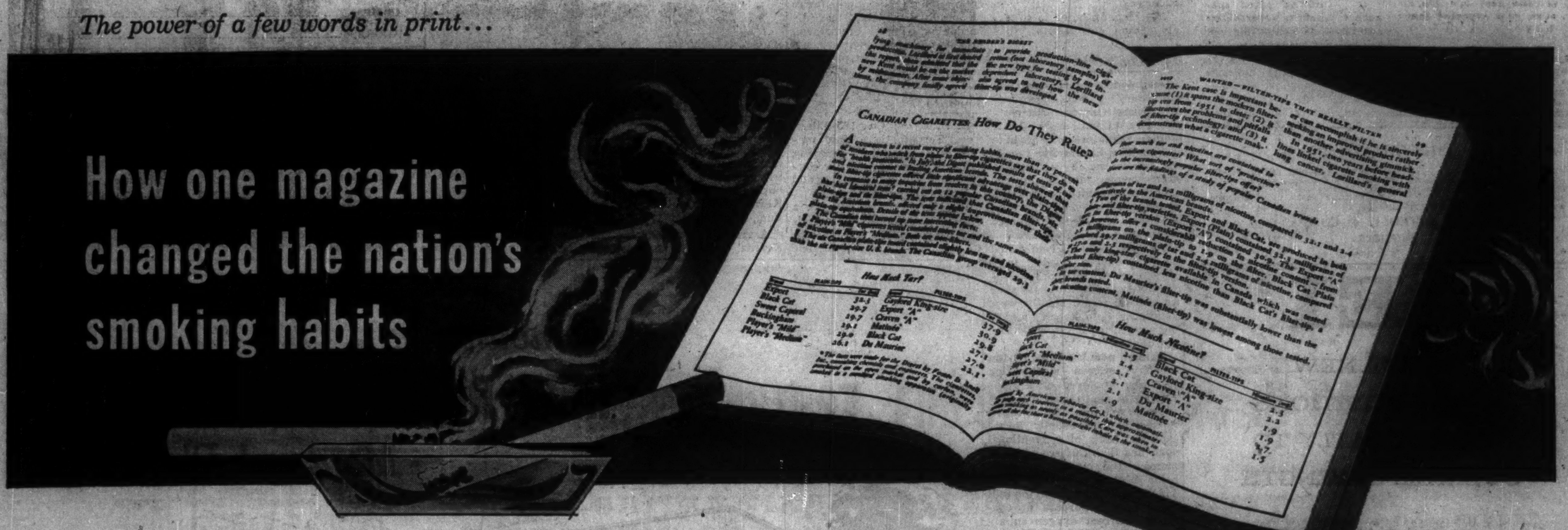
The power of a few words in print...
How one magazine changed the nation's smoking habits
CANADIAN CIGARETTES How Do They Rate?

New facts on tar and nicotine in cigarette smoke were published by Reader's Digest in July and September 1957.*

Overnight, a nation of smokers started to abandon a tradition of lifetime loyalty to certain "established" brands of cigarettes and to smoke the more efficient filter-tip brands—as determined by the Digest's laboratory tests.

In fact, as soon as the full effect of these articles was felt, one filter-tip cigarette rose from an "also-ran" to a leading sales position. Its sales multiplied rapidly as a result of this "filter-tip revolution".

LESSONS FROM THE REVOLUTION

Businessmen know how long it usually takes to educate people to accept new products or brands, how difficult it is to change customs and buying habits.

But they also know that this problem can be licked. Today, half the products bought in this country did not even exist 15 years ago. More than ever, people seem willing to change their living or buying habits in search of something better.

That was the atmosphere in which the Digest published the first two articles in July and September 1957.

And one year later the tobacco industry itself was talking about one topic: the "filter-tip revolution" of 1957-58. In 1956 there were five filter brands on the market in Canada. By the end of 1958 there were 25 filter brands and they accounted for a full 50 percent of Canadian cigarette sales! Nothing like it has happened before in 50 years of cigarette making!

A nation of smokers is benefiting, because they can buy safer cigarettes . . . and these same improved cigarettes were rushed to the market much sooner because the public demanded improvement.

In medicine and surgery, in highway safety, better schools, relations between human beings, and in public welfare, the Digest has proved, time and again, that when it searches out and publishes the facts, the public takes action!

Because people believe what they read in the Digest, they particularly rely on the products and services advertised in it. And because Reader's Digest is published in French and English and is read by more people—men and women of all age and income groups—than any other magazine, the mass impact of both its editorial pages and its advertising pages is reflected in significant changes in public opinion and public response.

People have faith in

Reader's Digest

Largest magazine circulation in Canada—Over 950,000 copies bought monthly

*See also: "The Growing Horror of Lung Cancer," March, 1959, issue.

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ANNOUNCEMENT

KELLOGG COMPANY
APPOINTMENT

G. D. ROBINSON

Mr. G. D. Robinson, Vice-President and Sales Manager, was elected Assistant General Manager of the Kellogg Company of Canada, Limited, London, Ontario, at the Annual Board of Directors Meeting, March 26, 1959.

With the Company since 1949, Mr. Robinson has served in Regina, Newfoundland and as Western Canada Sales Supervisor. In 1954, he became Assistant Sales Manager, and was appointed Sales Manager in 1957. In May 1958, he was elected Vice-President in charge of Sales.

Industrial Growth

Manufacturing plants new to Canada; expansions of existing industry across the nation.

Burlington, Ont.

Lloyd Berryman, managing director, Chaseside-Canada, announced that the parent firm, **Chaseside Engineering Co.,** has just merged with a large British manufacturer of textile machinery and machine tools, **British Northrop Ltd.**

Merger makes over 1 million sq. ft. of additional production facilities available to Chaseside. This will enable company to expand present range of construction equipment into the heavy duty market.

BERRYMAN

Small production of a new four-wheel drive loader, the Loadmaster 3000, will be moved into the new quarters for mass production immediately.

Weighing twice as much as any loader previously made by Chaseside, the unit is specially designed to excavate and load on all ground conditions.

The Canadian firm has concluded arrangements to distribute in Canada the Foden line of heavy duty off-highway haulage units made by **Fodens Ltd.,** of England.

Other company moves:

Expansion plans include moving into other product markets. The Tugmaster, made by **Douglas Equipment Ltd.,** Cheltenham, Eng., which will tow aircraft weighing up to 150 tons, will be distributed exclusively by Chaseside in Canada.

It is also expected that Chaseside will market in Canada the full machine tool line of British Northrop. Sale of Chaseside's line of diesel power packs will be continued.

Laurion Equipment Ltd., has been appointed Quebec distributor and other new distributors will be appointed shortly throughout Canada.

Mr. Berryman said that Canadian operations will still be confined to sales, service and light assembly but that a manufacturing operation was not so far away now.

Calgary

Alberta Gas Trunk Line Co., has awarded contracts for its 1959 construction program.

Mannix Co., Calgary, received a $15.8-million contract for construction of 122 miles of 30-in. line as an extension of the Alberta Trunk Line's main line from the vicinity of Princess to the vicinity of Torrington, Alta.

Marine Pipeline and Dredging Ltd., Vancouver, received a $4.3-million contract for construction of two 16-in. lateral lines. One 46 miles long, from the Torrington junction to the Nevis area, the other 33 miles long from the Torrington junction to the Carstairs area.

Projects are expected to employ a total of around 400 men for most of the summer construction season. Construction will start on April 15, with completion, including testing, expected before Sept. 30.

Tenders will be called at a later date for construction of several small diameter laterals to various field collection points.

Guelph, Ont.

Merger of **James R. Kearney Corp.,** St. Louis, Mo., and **Electrical Industries, Inc.,** affiliate of **Dyson Corp.,** New York, has been approved in principle by the boards of directors of the two companies.

Final action is subject to approval at meetings of the shareholders of the two companies to be held this month.

Kearney operated a Canadian plant in Guelph, Ont. It manufactures switchgear, protective devices and related products for the electrical utility industry.

Surviving company of the proposed merger will continue under the name of James R. Kearney Corp. Neither managerial nor product distribution changes are contemplated.

Montreal

Richards - Wilcox Canadian Co., London, Ont., will open new manufacturing and warehousing facilities at 5690 Pare St., Montreal, this fall.

Stock deliveries of sectional overhead doors, door hardware, electric operators, and other associated products will be speeded up by the company's decision to manufacture in Quebec.

Hamilton, Ont.

Dominion Foundries and Steel Ltd., Hamilton, Ont., has ordered a second Oxyton plant costing $2 million from **L'Air Liquide,** manufacturing affiliate of **Canadian Liquid Air Co.** It will have a capacity of 150 tons of oxygen per day.

This is the third Oxyton designed, constructed and installed by L'Air Liquide for Dofasco within the past five years.

Dofasco's sales of cold-rolled sheet products made from oxygen steel billets has increased to the point where steel furnaces in recent months were sometimes outdistancing existing oxygen capacity of 200 tons per day.

Dofasco now has three 60-ton capacity oxygen steelmaking furnaces, employed on a rotation basis. Each heat requires about 40 min., in contrast to the slower, though usually larger capacity, heats of conventional open hearths. Dofasco plans to increase the number of daily heats substantially.

Adding of a third Oxyton will serve double purpose of correcting current oxygen supply situation and provide for planned expansion in primary stage production.

With oxygen-producing capacity of 350 tons a day, the company will be the largest oxygen producer in Canada.

Increase of 75% is a factor in Dofasco's current $15-million to $20 million expansion program to increase ingot ton potential from 750,000 tons to one million tons annually by the fall of 1959. Existing hot rolling and cold rolling facilities are also being enlarged to keep a proper balance between primary capacity and finished products.

Manufacture of the specialized air processing equipment for the newest Oxyton is under way at L'Air Liquide's engineering and construction division in Montreal.

Besides tonnage oxygen, the new Oxyton will also produce large volumes of nitrogen which will be used in an adjacent, recently completed plant of **Cyanamid of Canada Ltd.** The plant will utilize Dofasco's by-products for production of urea, a basic ingredient for chemical fertilizers.

The newest Oxyton is expected to be in operation by July 1, 1959.

Dofasco installed a 100-ton per day oxygen-producing plant in 1954 when it started its oxygen steelmaking process, added a second 100-ton per day unit shortly afterwards.

Alliston, Ont.

Salada-Shirriff-Horsey Ltd., will build a new plant at Alliston, Ont., for manufacture of a new kind of instant mashed potato.

The company's process, developed in the U. S. and licensed to the Canadian company exclusively, produces a new type of instant mashed potato in flake form. Until now, dehydrated mashed potatoes have been in the form of granules.

The plant will contain 40,000 sq. ft. and will initially employ 120 people.

Company has been testing the product for some time and location of the first plant at Alliston was decided upon after extensive surveys of many areas in Eastern Canada.

Company claims that the flake process retains the natural characteristics of potatoes to a greater degree than the granule method, ensuring a uniform fluffy product.

Average annual per capita consumption of potatoes in Canada is about 160 lb., or approximately 1½ million tons, says Grant Horsey, president of Salada-Shirriff-Horsey. With a strong trend toward convenience foods, potential market is tremendous, company believes.

Gordon S. Adamson & Associates, Toronto, is architect. Construction will begin May 1, with completion scheduled for beginning of October.

Windsor, Ont.

Robotron Corp., Detroit, will establish a Canadian plant in the Sandwich West Industrial Park, Windsor, Ont.

Robotron of Canada Ltd., said Charles Schamanek, president of the parent firm, will manufacture electronic controls for resistance welding automated machine tools, precision test equipment and safety devices. The company says that its induction heating equipment will be the first built in Canada.

Through electronic control engineering, this equipment can be used for heat treating, hardening, ingot breakdown, brazing and soldering.

Plans for the new plant are being prepared now.

Toronto

R. H. Dyson Co., 185 Eileen Ave., Toronto, is a new mechanical contracting company formed to specialize in air conditioning, heating, plumbing and industrial piping systems.

President is R. H. Dyson, a director and former vice president of **Canadian Ice Machine Co.,** and an authority in the field of air conditioning.

Branch offices have been established at 1112 Notre Dame Ave., Winnipeg, and 930 Dundas St. E., London, Ont.

B.S.A. Tools Ltd., Toronto, will be exclusive Canadian distributor for a range of patent boring machines made by **H. W. Kearns and Co.,** Manchester, Eng., effective May 1.

A recent addition to the Kearns' range is a universal boring and surfacing machine with B.T.H. electronic controls for automatic positioning. This electronic positioning system is controlled by I.B.M. punched cards or manually, and is capable of handling components up to five tons on a table size of 5 ft. by 5 ft.

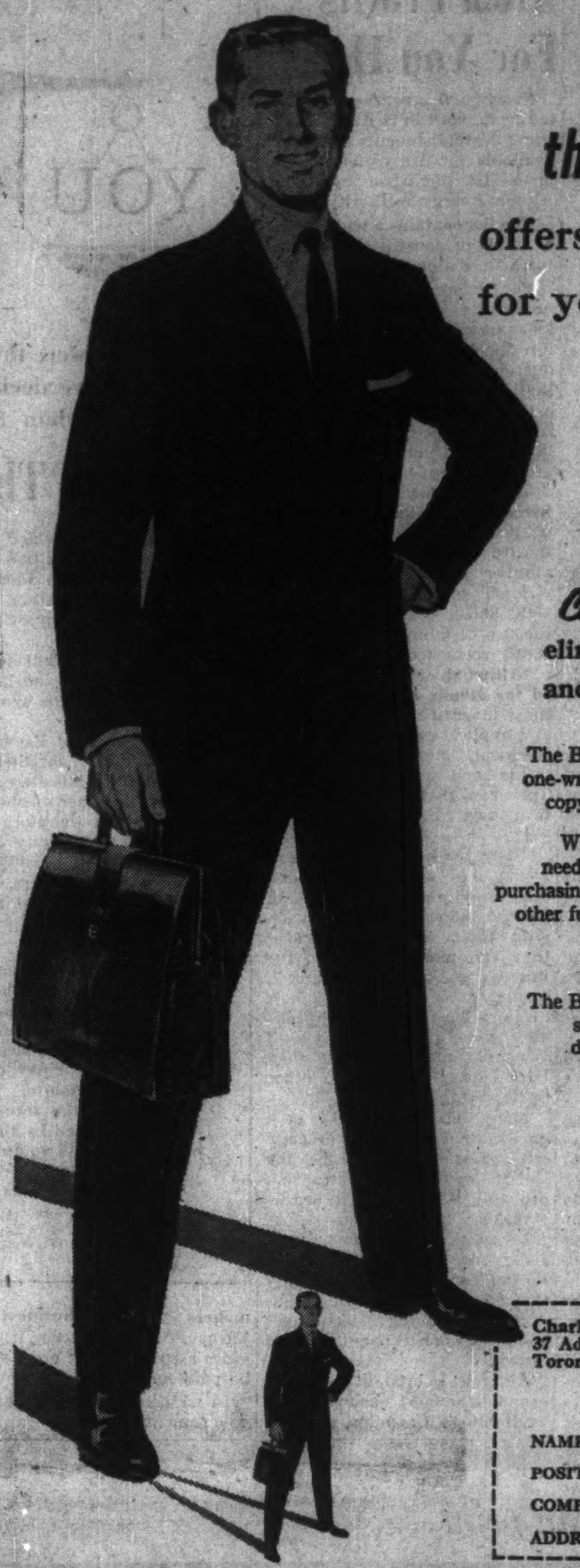
Chaseside Equipment Co. of Canada, Burlington, Ont., will now be able to sell and service Canadian industry with a full range of loading and haulage equipment.

Mercedes-Benz of Canada Ltd., Toronto, is expanding its Toronto operations and renovating newly-acquired premises of the **Marshall Mattress Co.,** on Eglinton Ave. E.

The $500,000 capital expansion program, says H. G. Reinstein, general manager, will provide the company with the necessary parts, service and display space for anticipated future growth.

Shore & Moffat is directing renovation of the building which contains 64,000 sq. ft. It will also house the company's Canadian head office.

Parts area will contain 15,000 sq. ft., and service area, 21,000 sq. ft. Showroom, containing 2,000 sq. ft., will supplement existing show room at 100 Davenport Rd.



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AEI

IMPORTANT NEW
ACQUISITIONS
ADDS GREATLY TO
OVERALL STRENGTH

IN THE course of his extensive review of the Group's activities and interests, Lord Chandos, Chairman, at the Annual General Meeting of Associated Electrical Industries Limited said:

In 1958 the total value of electrical apparatus shipped and invoiced to our customers amounted to £181,500,000 and surpassed the previous record of 1957 by £31,500,000. The profits, however, did not increase in step with the increased output. The main cause why profits were not more buoyant is that they are still affected by the heavy initial cost of starting new plants.

Commenting on what he described as perhaps the outstanding feature of the year, viz. the addition to the A.E.I. Group of two new companies, Associated Insulation Products and W. T. Henley's Telegraph Works Co. Ltd., Lord Chandos said: They add greatly to the strength of the undertaking, which is at once balanced and comprehensive. We cover automatically the whole range of electrical products, from the largest machines for the generation of power, such as turbine generators and water wheel alternators, down to the smallest devices used in its application, such as miniature lamps and transistors.

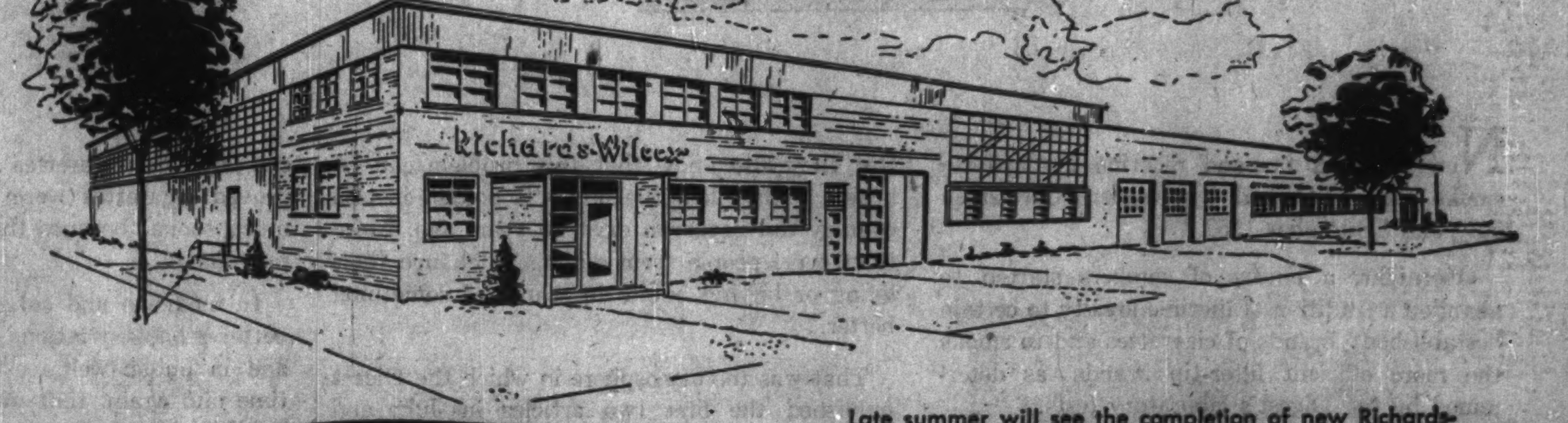
At the end of the year we reached an agreement with the Directors of London Electric Wire Company & Smiths, and we are very much gratified that this famous and long established Company should have joined the A.E.I. Group.

From its new factories, from its improvements in organisation, from its very large educational facilities and from its efforts in research and development, your Company is well placed to take its part in the further expansion of the electrical industry which, both from the experienced derived from its history and from its apparent prospects, appears assured.

AEI

Associated Electrical Industries Limited

Announcing
NEW RICHARDS-WILCOX
Montreal Plant



Late summer will see the completion of new Richards-Wilcox manufacturing and warehousing facilities at 5690 Pare Street, Montreal. Steel door frames and sectional overhead doors will be fabricated here, while standard size FyeR-Ward Doors will be stocked.

Engineers and a permanent staff of installation experts will also be located in the new building to provide fast, effective service to customers in the Quebec market.

Richards-Wilcox
CANADIAN CO. LIMITED
LONDON, CANADA

Branches:
MONCTON OTTAWA HAMILTON VANCOUVER
MONTREAL NORTH BAY WINNIPEG EDMONTON
REGINA TORONTO CALGARY HALIFAX

ROLLTITE OVERHEAD DOORS CRANES MONORAILS CONVEYORS MULTIPLEX DOORS
SCHOOL WARDROBES FOLDING PARTITIONS & BLEACHERS FIRE DOORS DOOR HARDWARE

N.B. Government Proposes Leaseback on New Building

From Our Own Correspondent

FREDERICTON — New Brunswick's plan for financing a new provincial government building will be watched with interest by other provincial governments.

Reason: Hard-pressed governments may make more and more use of similar-type plans in the years to come. (Newfoundland has similar legislation on the books).

The plan: The legislature has authorized the provincial government to make an agreement with private interests to construct a $2 million-$2.5 million building on province-owned land in Fredericton.

The government would pay the private interests rent for a specified number of years, then take over ownership of the building.

This is a twist on leaseback, where a builder puts up an industrial plant after a company agrees to rent it for a certain number of years. Such an agreement may or may not have a purchase option.

Instead of floating another bond loan, a provincial government can enter the price of the building on the books as rent.

Depending on its financial position, almost every province might take advantage of such a plan.

Most governments, especially the federal government use space rented in commercial office buildings. Using this method, they'd agree to rent all the space, end-up owning the building.

The New Brunswick legislature has passed enabling legislation only. Before any action will be taken, mechanics of the plan will have to be worked out between the government and any interested party.

It's expected that the provincial government will invite proposals from firms which could handle this type of financial arrangement.

Two major firms in the leaseback field which could probably be interested: **Toronto Industrial Leaseholds (1957) Co.** and **Tankoos Yarmon Ltd.**

Cheaper Fruits, Vegetables In Sight for Off-Seasons

OTTAWA (Staff) — The Canadian consumer will benefit from cheaper U.S. imports of a wide range of U.S. fruits and vegetables during the fall, spring and winter.

Canadian farmers will get more protection against U.S. imports of fruits and vegetables during the Canadian growing seasons.

These will be the effects of the budget changes in the fruit and vegetable tariffs.

There are 81 changes — a mixture of increases and decreases. Duties on some items are both increased and decreased, i.e., boosted during the Canadian growing season, lowered or eliminated during the off-season.

Increases probably balance decreases since the changes were worked out by U.S. and Canadian negotiators as a balanced package. Because the farm lobbies are powerful on both sides of the border, negotiations took 18 months.

The changes are along the lines of those recommended by the Tariff Board in October, 1957, following hearings the preceding July and September (**FP**, Aug. 24, 1957).

They don't go as far as those requested by the Canadian Horticultural Council.

But they are in the same direction; and both Tariff Board and government accepted the council's basic proposition:

● **Canadian fruit and vegetable growers** are particularly vulnerable to U.S. competition during the early stages of the Canadian growing seasons because the U.S. growing seasons are always in advance. U.S. farmers can export large supplies of fruits and vegetables at relatively low prices at times when Canadian supplies are just entering the market.

Fruit and vegetable tariffs were last revised in 1947 on the basis of experience 1935-39.

Since then, there have been big changes in patterns of both U.S. and Canadian production; and imports of some U.S. items, i.e., table potatoes, have increased by as much as 700%.

Generally, U.S. fruits and vegetables are imported at two tariff rates. One, a percentage of value (ad valorem) duty, applies throughout the off-season. The other, usually a poundage rate (specific duty) applies during the Canadian growing season. The Customs Department designates the growing season unless it is set out in the tariff.

Three important changes are in the rates on:

● **Potatoes.** On all potatoes, new and old, table and seed, the duty will be 37½c cwt. throughout the year. This eliminates a free-entry period, Jan. 1 to June 14, which had been in effect for "new" potatoes.

● **Peaches.** Five-week extension (to 14 weeks) of the seasonal duty period; seasonal duty stays at 1½c lb.

● **Apples.** Duty henceforth will be ½c lb. throughout the year. Up to now there has been a 10-week free-entry period in early summer, a duty of ⅜c lb. the rest of the year.

HOME OIL COMPANY LIMITED

Notice of Redemption for Sinking Fund Purposes to the Holders of 5¾% Secured Convertible Sinking Fund Debentures, 1956 Series

NOTICE is hereby given that, pursuant to the provisions of the Deed of Trust and Mortgage made as of the Fifteenth day of December, 1956, between Home Oil Company Limited and The Royal Trust Company, as Trustee, Eighty-three Thousand Dollars ($83,000.00) principal amount of 5¾% Secured Convertible Sinking Fund Debentures, 1956 Series, (hereinafter called "the debentures"), bearing the following serial numbers:

Interim debentures of $1,000.00 denomination, each bearing the distinguishing prefix M:

0498 0548 1034 1035 1147 2694 3340

Coupon debentures of $1,000.00 denomination, each bearing the distinguishing prefix DM:

0174 1337 2247 3700 5017 6815 7447
0175 1371 2268 3901 5375 7132 7461
0187 1382 3035 3962 5440 7148 7463
0271 1415 3125 4257 5454 7171 7464
0516 1508 3513 4269 5467 7185 7466
0517 1587 3514 4275 5468 7210 7469
0600 1597 3633 4509 5566 7280 7480
0928 1948 3648 4521 5578 7375 7488
1062 2115 3662 4808 5682 7403
1224 2143 3682 4849 6056 7430

Coupon debentures of $500.00 denomination, each bearing the distinguishing prefix DD:

0043 0159 1032 1144 1562 1616 1787
0075 0180 1114 1261 1576 1782 1830
0089 0223

have been drawn by lot for redemption and will be redeemed on the fifteenth day of June, 1959, for account of the Sinking Fund, and that on the said date the principal amount of the debentures to be redeemed will be paid (plus accrued and unpaid interest on the said principal amount) upon presentation and surrender of each said debenture (with all appurtenant coupons maturing after June 15th, 1959) in lawful money of Canada at the holder's option at any branch in Canada of The Canadian Bank of Commerce.

NOTICE is also given that all interest upon the principal amount of the debentures so to be redeemed shall cease from and after June 15th, 1959.

AND NOTICE is also given that the right of the holders of the above debentures in the principal amount of One Thousand Dollars ($1,000.00) to convert such debentures in accordance with the provisions of the aforesaid Deed of Trust and Mortgage terminates and expires at the close of business on June 12th, 1959.

DATED at the City of Calgary, this thirteenth day of April, 1959.

THE ROYAL TRUST COMPANY
Trustee

AND NOTICE is given that the following debentures previously called for redemption for the Sinking Fund on one of February 28th, 1958, June 27th, 1958, or December 15th, 1958, are still outstanding and should be surrendered for redemption at any branch in Canada of The Canadian Bank of Commerce as these debentures are not entitled to interest from the redemption date applicable thereto:

Interim debentures of $1,000.00 denomination, each bearing the distinguishing prefix M:

1876 4649 4653 5513 6366

Coupon debentures of $1,000.00 denomination, each bearing the distinguishing prefix DM:

0082 1902 2091 2410 3573 4378 5395
0953 1904 2093 2411 3634 4402 5407
1232 1914 2097 3151 3665 4731 5556
1448 1981 2246 3220 3902 4786 6392
1453 2014 2298 3236 4315 4986 6517
1548 2075 2330 3557 4321 5233 7467
1549 2079 2341

Coupon debentures of $500.00 denomination, each bearing the distinguishing prefix DD:

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Rushton & Hornsby Ltd., Lincoln, Eng., has established offices and warehouse facilities at 1308 Powell St., Vancouver.

Manager of the branch is Charles A. Santwyk. Mr. Santwyk has broad experience in the engineering and equipment fields in Western Canada. Ruston & Hornsby makes a wide range of diesel engines.

The firm has nine plants in England and employs 11,000 people.

ANNOUNCEMENT

MERCANTILE BANK APPOINTMENT

J. O. ASSELIN

whose appointment as a Vice-President of The Mercantile Bank of Canada has been announced.

Industry Forms Sanitation Group

Canadian Sanitation Standards Association has been formed to promote the importance of sanitation in everyday life.

Members include leading manufacturers and distributors of industrial sanitation products, equipment and services.

Aim is to have chapters in every province and raise the standards of this growing industry in all parts of Canada. Several organization meetings have been held.

Officers of the association:

President, Stanley J. McKenzie, **Thomas Gibson & Co.**; vice president, John C. Decker, **H. S. Hunnisett Ltd.**; secretary, Charles B. Hamilton, **Fred Hamilton Sales Ltd.**; treasurer, James L. Peterman, **Peterman Products**; recording secretary, J. V. Jacobson, **G. H. Wood & Co.**; membership chairman, Gordon D. Hay, **Gordon A. MacEachern Ltd.**; publicity chairman, H. L. White, **G. H. Wood & Co.** Members: J. W. Forsythe, **Admiral Sanitation Ltd.**; C. S. Burton, **Burton Sanitation Ltd.**; J. C. Blachford, **Circle Sales Janitor Services Ltd.**

Crime Getting More Subtle So Are Pinkerton's Agents

No larceny is too big or too small for **Pinkerton's.**

The bank clerk — a Pinkerton man in disguise — may suddenly reveal which employee has been taking small change from the coats of fellow workers.

Or the bookkeeper of a financial institution may pinpoint a quarter of a million dollar grab by a company officer — an item that escaped auditors but not the Pinkerton man.

These are two actual cases mentioned in the 108-year-old firm's new brochure on its varied protective and detective services.

The business today is tougher in some respects than in the last century when armed gangs of desperadoes made bankers quake.

Crime is getting more subtle, but Pinkerton's says it is matching the new hazards with new methods.

Hence, the clerks, bookkeepers, messengers and others who roam the financial and business world, owing secret allegiance to the fourth generation Pinkerton — Robert A. Pinkerton, II — who heads the family concern.

While Pinkerton men watch closely employees who live beyond their means, others who associate with "shady characters," and firms which carry a heavy debt load, there are some assignments which the firm declines to accept.

Among them: Political inquiries, divorce cases, collection of accounts, shadowing of jurors.

This advertisement appears only as a matter of record.

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Limited

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Norman R. Whittall
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April 16, 1959

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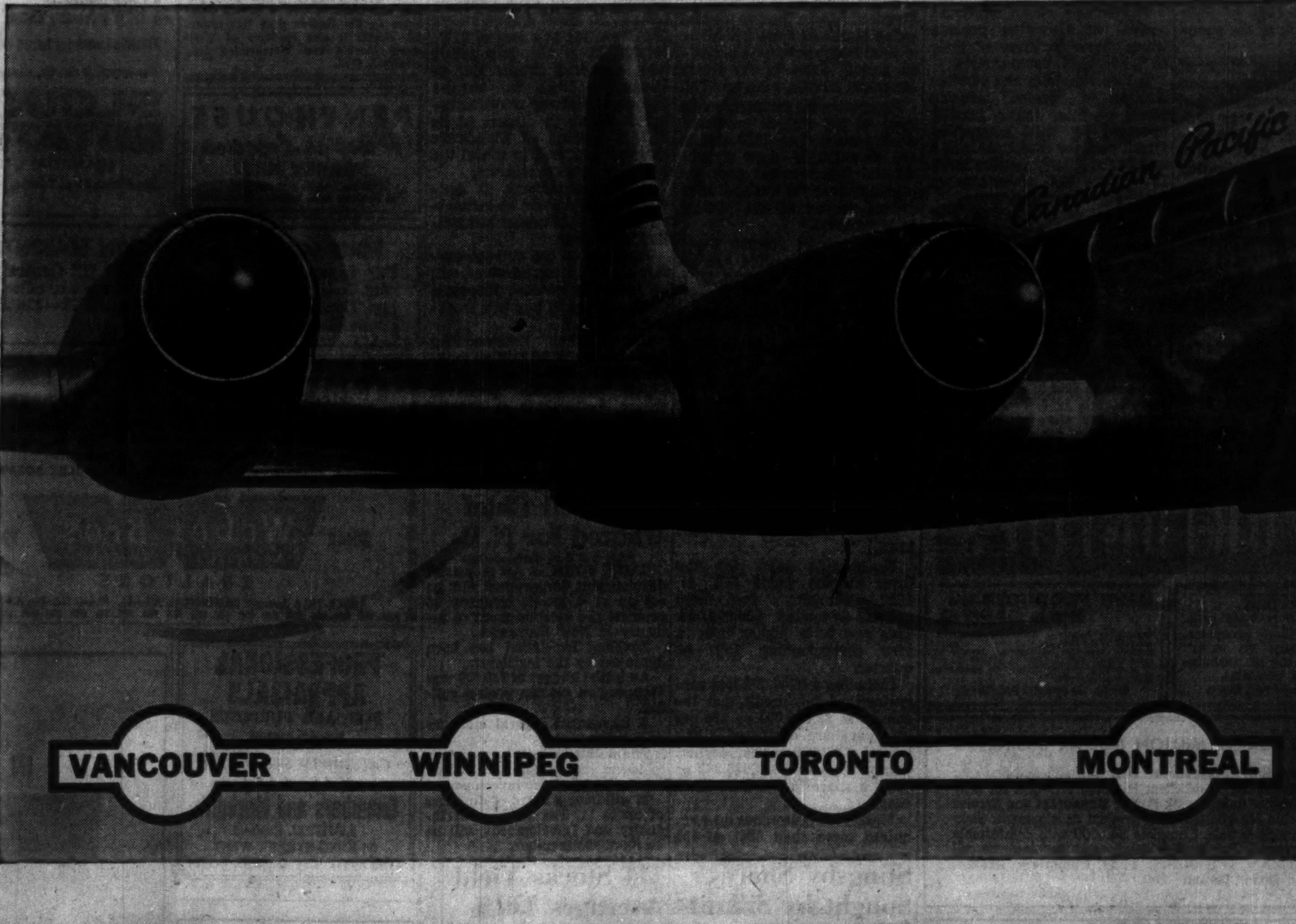

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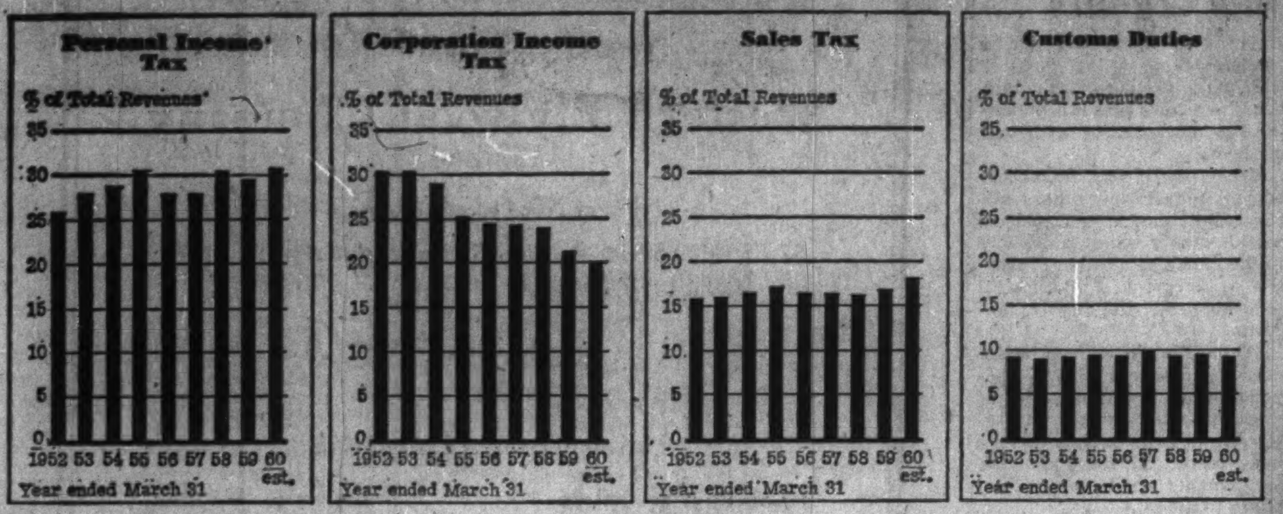
Here Are Four Main Tax Sources



Ottawa is getting a smaller and smaller percentage of its tax take from corporation profits.

This does not mean that corporations are not pulling their weight in support of the rising costs of government. It's mainly a case of corporate profits failing to rise enough to generate the additional tax money.

In 1952, corporation profits totaled $2,698 million. By last year, they had risen to only $2,820 million—a 5% increase.

In the same period, personal incomes rose from $15.8 billion to $24.6 billion—a 56% increase.

The percentage of income paid out by corporations and by individuals in income tax has decreased, in the case of corporations from 51% to 43% of income and in the case of individuals, from 6.8% to 6.3% of income.

Even with this reduction in the percentage of income paid out in income taxes, the revenues from personal income taxes have jumped to an estimated $1,554 million for the year just ended, from $1,177 million in 1952-53.

In the same period, corporation income tax revenues have dropped to $1,225 million from $1,384 million.

Your Pension Fund Can Buy Your Own Firm's Stock Now

For the first time, pension trust funds are now permitted to invest up to 10% of their funds in the stock of the sponsoring company.

The Department of National Revenue, in a letter to pension specialists, has announced that pension fund trustees may now, at their discretion, buy the preferred or common stock of the company which is contributing to the fund.

No company pension fund could own its own company stock, before this new rule came into effect.

A preferred stock is eligible if it has paid a dividend, at the stated rate, in each of the five preceding years.

Requirement is similar in the case of common stock, except that the dividend rate must be at least 4% of average book value.

The fund may not own the notes or bonds, nor more than 10% of the stock, of the sponsoring company.

The change brings investment powers of Canadian pension trusts closer to those of their U.S. and U.K. counterparts.

It also simplifies the administration of "pooled" pension trusts — those trusts, usually operated by trust companies, which pool the investments of a number of clients' pension funds to achieve the advantages of large-scale investing.

In the past, when a new client's pension fund became a member of such a pool, the pool had to eliminate its holdings of stock in the new client's company.

SIGMA OUTPUT RISES

Higher output of gold bullion was reported for March by **Sigma Mines (Quebec).** Value of production rose to $228,033, ahead $6,384 from March, 1958. Total of 35,650 tons of ore were milled in the latest period, for an average recovery of $6.40 per ton.

M-F Sales Shoot 9% Higher, Stock Issue Sold Quickly

World-wide sales of **Massey-Ferguson Ltd.** in the five months ended March 31 were 9% higher than in the comparable 1957-58 period. Sales in the North American market were up 45%.

Prospectus for company's new issue of $25 million preferred stock reports that 1959 results are expected to show a substantial improvement over the previous year "if business conditions remain at the present buoyant level."

The issue of 250,000 5½% cumulative convertible preferred shares at par of $100, by a syndicate headed by **Wood, Gundy & Co.,** was oversubscribed.

Shares are convertible until June 15, 1962, into six common shares on payment to the company of $5 for each preferred share converted, which is equivalent to $17.50 per common share.

For the following three years, each preferred share is convertible into five common shares, or $20 per common share.

Recent price of common: $14⅛.

World-wide sales for the three months ended Jan. 31, 1959 — company's first fiscal quarter — totaled $86,293,000. This was 8.3% higher than in the corresponding 1957-58 quarter.

Including a $700,000 loss carry-forward tax credit, net income was $2,680,000 or 22c per common share, compared with a loss of $392,000 a year earlier. Company earned $13,025,282 or $1.25 a share in the 1958 fiscal year.

Massey-Ferguson has now acquired more than 98% of the ordinary shares of **F. Perkins Ltd.,** U. K. diesel engine maker (FP, Feb. 14) at a cost of $12,357,000. It is also negotiating with **Standard Motor Co.** of Coventry, Eng., to acquire Standard's tractor manufacturing facilities, to dispose of its 24.73% holding of Standard's share capital, and to cancel the Standard tractor contract.

These transactions, if concluded, would mean an estimated net expenditure of $30 million by Massey.

Proceeds of the current preferred stock issue, however, will be used for general corporate purposes and to improve working capital.

Capitalization outstanding now includes $71.1 million long-term debt; 10,292 4½% cumulative convertible preferred shares, redeemable at $104½; 250,000 5½% cumulative convertible preferred shares, redeemable at $105½-$103½; and 12,026,505 npv common shares.

Slingsby Shares Sought by Silknit

Silknit Ltd. of Toronto has offered to buy all outstanding shares of **Slingsby Manufacturing Co.** of Brantford, Ont. Offering price has not been announced.

Fixed assets of the Brantford firm were recently bought by **Canadian Celanese Ltd.** (FP, Feb. 21).

Silknit will transfer Slingsby operations to its recently acquired premises at Hespeler, Ont., formerly occupied by **Dominion Woollens & Worsteds Ltd.** Hespeler is about 25 miles north of Brantford.

At the outset, Silknit President M. H. Epstein said, only cloth manufacturing (including dyeing and finishing) is contemplated.

C. Gordon Cockshutt is chairman and president of privately-owned Slingsby Manufacturing. Major products of the 87-year-old firm were woolen cloth and blankets, motor rugs, upholstery fabrics, sportswear and outerwear.

Industrial Chief Wanted for N.B.

From Our Own Correspondent

SAINT JOHN — An industrial development corporation will be set up as a crown company to promote the establishment of industry in New Brunswick.

Enabling legislation has been approved by the legislature.

An initial budget of $50,000 was approved to get the project rolling.

A permanent general manager will be engaged.

The authority will have power to spend money for promotional work and in direct investment.

It will have a board of directors of up to 11. The Minister of Industry and Development will be an ex-officio member.

114 Stocks Yield Averages 4.01%

The average yield on 114 dividend-paying stocks on the Toronto Stock Exchange, as compiled by **Moss, Lawson & Co.,** on the prices of April 13, was 4.01%, up .02% from the previous week. The current yield compares with 3.92% one month ago and 5.11% in the corresponding week last year.

Here is the yield by the various groups:

	Apr. 13 %	Week Ago %	Month Ago %	Year Ago %
Common	3.59	3.58	3.52	4.74
Pfd. & A	4.76	4.77	4.74	5.06
Mining	4.73	4.69	4.53	6.37
Banks	2.98	2.96	2.99	3.80

NAME PR COUNSEL

Tisdall, Clark & Lesly Ltd. has been appointed public relations counsel for the **Halliday Co.** of Burlington, Ont. Halliday manufactures factory-engineered homes, cottages and home components and sells builders' materials through dealers and by mail order in southern Ontario.

Irving to Build Chemicals Plant

From Our Own Correspondent

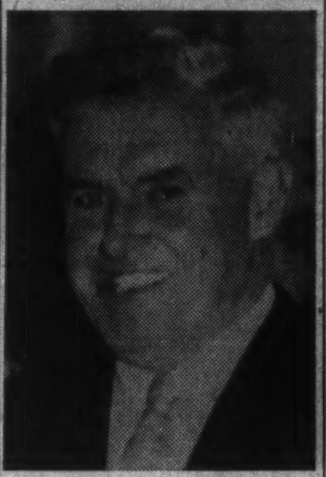
SAINT JOHN — A $7-million chemical plant will be built at Saint John in the "near future."

Announcement of the project came from K. C. Irving. He gave no details as to the site.

Business circles believe that the plant will be located on land reclaimed from the head of Courtenay Bay and use by-products from the 40,000 bbl.-a-day **Irving Refining Ltd.** oil refinery to go on stream in early 1960.

The plant will turn out caustic soda and chlorine, perhaps other chemicals.

ANNOUNCEMENT



PHIL MARTIN

Phil Martin, re-elected President, North American Van Lines Limited, at the seventh annual meeting, reported that 1958 was the most profitable year in the Company's history. N A V L, which has 80 agents across Canada, opened a new head office building in Pickering last year and plans to erect a modern warehouse in the Halifax area this spring. Mr. Martin is also President of Westmount Moving and Warehousing Ltd., Montreal, Que.

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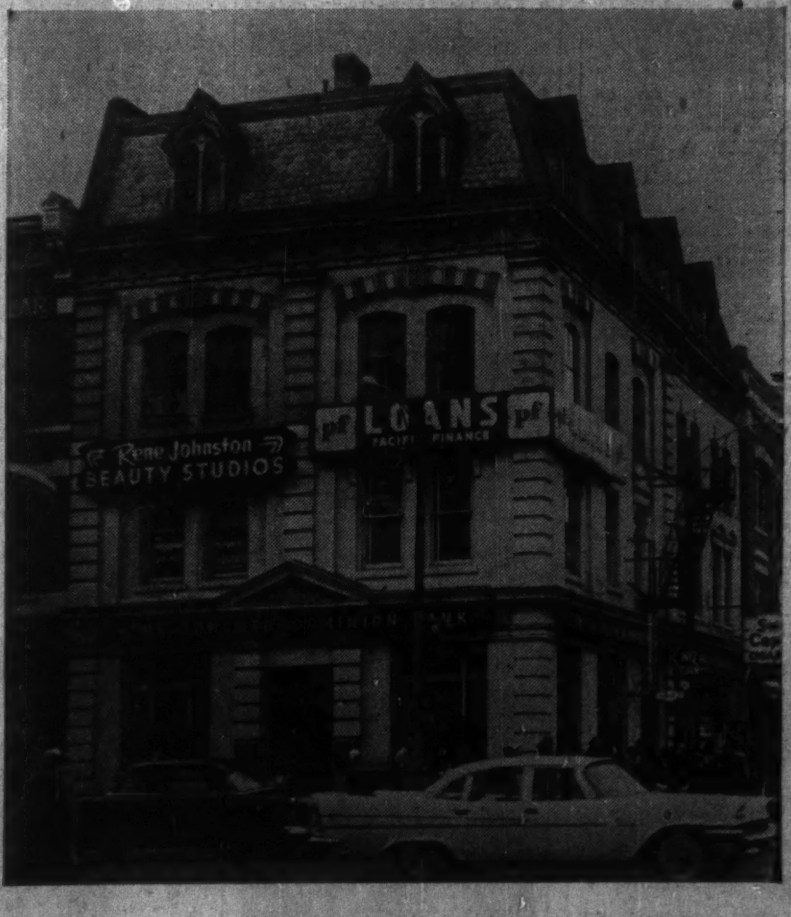

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Nova Scotia Coal Sales May Hang on Labor Talks

MONTREAL (Staff) — Chances of selling Nova Scotia coal in Ontario could hinge on crucial labor talks slated for next week.

Senior officials of **Dominion Steel & Coal Corp.** and United Mine Workers are to meet in Cape Breton April 21 in an attempt to settle terms for a new two-year contract.

The last contract, covering some 10,000 miners, ran out last October. Since then work has continued under terms of the expired agreement.

Next week's meeting promises to be tense.

Dosco, FP understands, will offer a stand-fast, no-pay-increase contract. Some minor fringe benefits are expected to be offered.

This will present some tough problems to William Marsh, president of UMW District 26. His members have had no pay increase for five years.

Marsh won his election for president in a hard-fought campaign in which he promised to win higher pay from Dosco.

"The situation is very difficult," a Dosco spokesman told FP. "If we are to get into Ontario — even with the new subventions — we have got to trim costs, not increase them. We cannot consider a pay increase at the present time."

Feeling in Maritime labor circles is that if next week's talk is to head off a strike threat, Dosco will have to offer attractive enough fringe benefits to allow the union an appearance of victory (FP, April 4).

Dosco retains one important trump card — the vast million-ten-plus coal stockpile at Sydney and in St. Lawrence ports. It would be some time before any serious strike effects would be felt by the company.

The situation puts a heavy strain on the union.

Yet many union men are frank in admitting, off the record, that Dosco cannot pay more and continue to employ all the miners.

Next week's talks will go a long way toward charting the economic health of Cape Breton over the next two years.

Cement Firm Back to Work By Next Month

From Our Own Correspondent

VANCOUVER — Court approval has cleared the way for **Anglo Canadian Cement Ltd.** to resume operating.

The debt-ridden company stopped work months ago, but steps were immediately taken by at least two groups to take it over and put it back on its feet.

One group has reached agreement with the company's creditors (FP, March 14), and these agreements have been approved by the courts.

William C. Ralston, a member of the group which is reactivating Anglo Canadian, said the ready-mix cement company should be back in operation by May 1.

Ralston and his group had to reach agreement with secured and unsecured creditors, including the company's employees and the provincial and federal governments.

Their agreement with employees called for full payment of back wages up to $500 each and 10% of the amount owed above that figure.

Anglo Canadian was a unique business venture.

European industrialist and financier Dr. W. K. Wallersteiner launched the company a few years ago, and declared it was the first of many ventures he planned, including a cement manufacturing plant (he had even selected a site for it), a chemical industry and a steel operation.

However, he ran into serious financial troubles, and blamed the tough competitive situation in this West Coast market.

Wallersteiner left Vancouver some months ago and is now reported to be in Liechtenstein, the tiny, independent principality between Switzerland and Austria.

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ANNOUNCING

Important appointments in Canadian Industry, Finance, Business and Government.

Alaska-Yukon Refining Co. (Vancouver)—J. P. Yates, appointed vice-president.

Assumption University — (Windsor)—Frank A. De Marco, appointed principal of Essex College.

Bank of London and Montreal Ltd. (Nassau, Bahamas)—Sir George Bolton, appointed chairman.

Bekins Moving and Storage Co. (Calgary)—Joseph A. Whitmore, appointed vice-president and director.

British Rubber Co. (Montreal) — Robert Piche, appointed Quebec district sales manager; Louis Lavoie, eastern Quebec sales supervisor.

Canadian Bank of Commerce (Toronto)—George H. McIvor, appointed director.

Canadian Salt Co. (Montreal)—J. D. Mair, appointed general production manager.

Dominion Steel and Coal Corp. (Sydney, N.S.)—Henry C. Maitland, appointed assistant chief engineer of the Dominion iron and steel division.

Dowty Equipment of Canada (Ajax, Ont.)—R. F. Hunt, appointed deputy chairman of the group with headquarters in Cheltenham, Eng.

Genaire Ltd. (St. Catharines, Ont.)—Garth Mitchell, appointed contracts administrator.

General Foods Corp. (White Plains, N.Y.)—Leon A. Miller, appointed vice-president.

Hiram Walker-Gooderham & Worts (Walkerville, Ont.)—Joseph Jeffery, appointed director.

Honeywell Controls Ltd. (Toronto)—John H. Baldwin, appointed general manager, aeronautical division; Austin A. Hills, chief engineer.

International Rectifier of Canada (Ottawa)—Earl F. Johnson, appointed secretary-manager of this new company.

Investors Syndicate of Canada Ltd. (Winnipeg)—A. W. Mallett, appointed vice-president and general sales manager.

Kellogg Co. of Canada (London, Ont.)—G. D. Robinson, appointed assistant general manager.

Maritime Commercial Travellers' Association (Halifax)—Ralph M. Kelley, appointed secretary.

McConnell, Eastman & Co. (London, Ont.)—Charles W. Boyce, appointed art director.

Midway Terminals Ltd. (Vancouver)—E. R. McDonald, appointed general manager.

Montreal Life Insurance Co. (Montreal)—Sam Steinberg, appointed director.

Ontario Retail Lumber Dealers Association (Toronto) — V. Ersyll Boake, appointed president.

Orr Associates Ltd. (Toronto)—George Bist, appointed director, package design unit.

Pacific Western Airlines (Vancouver) — W. R. Harris, appointed vice-president and controller.

Pilkington Glass Ltd. (Toronto)—H. N. Glover, appointed advertising manager; B. T. Tinkling, advertising manager U.K. companies.

Prairie Pipe Manufacturing Co. Regina)—John A. Cameron, appointed director, Glen W. Peckham, assistant general manager.

Radio & Television Sales Inc. (Montreal) — Charles McGuire, appointed manager.

R. H. Dyson Co. (Toronto)—George J. S. Ruta, appointed sales manager; P. M. Gillespie, contract manager; Lorne S. Mitchell, Western sales manager; Carl W. Schwartz, Western Ontario manager.

Willys of Canada Ltd. (Toronto)—J. F. Ashby, appointed general sales manager.

U.S. Companies Sign Deal, Clear Track for Our Gas

Signing of a major gas contract between two formerly opposed U.S. gas pipeline companies virtually removes all major U.S. opposition to imports of Canadian natural gas into the U.S. Midwest.

Midwestern Gas Transmission which has contracted to import 200 million cu. ft. of Canadian gas daily from **Trans-Canada Pipe Lines** has negotiated a contract for sale of 158 million cu. ft. of this gas to **Michigan Consolidated Gas Co.**

Michigan Consolidated and its associates were the bitterest opponents to proposed import of Canadian gas into the Midwest in the prolonged hearings before the Federal Power Commission.

Trans-Canada is striving to sign up enough gas supplies in Alberta to satisfy anticipated long-term requirements of both Canadian and U.S. markets.

Company purchase target is believed to be 1.5 million million cu. ft. of gas for each market.

Already it has purchased — and been given Alberta export approval for — 1.1 million million cu. ft. of this amount for the domestic market.

Negotiations for purchase of the additional 400,000 million cu. ft. are believed virtually completed.

At the same time company is striving to contract for sizeable additional gas to meet likely Canadian and U.S. government requirements in pending export hearings at Ottawa and Washington.

There is good promise that the export bid would receive fairly rapid approval at Washington if the necessary additional gas was signed up and Ottawa's approval secured.

There is also a strong feeling that Ottawa would be prepared to look favorably on Trans-Canada's export bid once the additional gas has been signed up and Alberta's export approval gained.

It is becoming increasingly unlikely, however, that all this can be accomplished in time to permit a construction start on the Canadian and U.S. ends of the export pipeline project this year.

West Coast Cement Prices Heading Up?

From Our Own Correspondent

VANCOUVER — Watch for a rise in cement prices on the West Coast this year.

The tight battle between the two manufacturers in British Columbia has held cement prices steady for well over a year now, while prices elsewhere in Canada tended to ease up.

But there are signs that at least one manufacturer in B.C. is keen to raise prices.

The hint came in a press release accompanying the annual report of **Lafarge Cement of North America Ltd.**

Lafarge started up its new plant in Greater Vancouver early in 1958, and in 10 months operation had a net loss of $160,803. The established company here is **B. C. Cement.**

Lafarge's press release states: "Power, delivery charges and labor costs have increased during the year, which makes it difficult to hold the price of cement at its present level."

NEW AIRPORT

Special Correspondence

DALHOUSIE, N.B.—Construction of an airport in county of Restigouche, New Brunswick, will start this summer. A preliminary survey of areas in the county will be started as soon as weather permits. Ground surveys will be carried out when air surveys are finished.

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Successful Canadian, mid-thirties, strong background merchandising both intangibles and consumer products seeks long-term association, Montreal preferred, where skill in PR and corporate image building can have scope. Salary in $9,000 area justified by impeccable professional and personal references.

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OPC

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- Psychological tests furnished.
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Top Management Level Public and Industrial Relations Executive with Merchandising, Organization and Administration Experience.

Box 50, The Financial Post, Toronto

CHARTERED ACCOUNTANT

Age 35, presently employed, wide and varied experience — seeks position in industry or profession. Advancement possibilities of prime importance.

Box 45, The Financial Post, Toronto

AVAILABLE FOR EUROPE

Registered Professional Engineer (Mech. & Ind.) project engineer with large Canadian engineering company is interested in long term position with Canadian or American company or subsidiary in Western Europe. Extensive experience industrial and chemical plants, administration. Age 46, married, Canadian born.

Box 13, The Financial Post, Toronto

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In Canada: $6 a year; 2 years $11
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Executive presently employed seeks position with manufacturer where wide technical experience with all phases of metal stamping, including deep drawing, high production runs, and press selection, etc., will be of value. Position must be a responsible one with strong future possibilities.

Box 42, The Financial Post, Toronto.

SALES MANAGEMENT — SALES PROMOTION

Vigorous, alert executive seeks challenging post with progressive company. Broad experience in Sales Promotion — Advertising. Salary open but must be substantial.

Box 43, The Financial Post, Toronto

CLASSIFIED ADVERTISEMENTS

CLASSIFIED ADVERTISING RATES

Flat rate, per word 30c
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Each initial, figure or fraction, abbreviation and sign counts as one word. If a box number is desired the words, Box 100, The Financial Post, Toronto, count as six words. When replies are mailed to advertiser, 15 cents extra is charged. Closing date—Copy must be in Toronto office by Monday a.m. Classified advertising is strictly cash in advance.

Positions Wanted

MAN, EARLY THIRTIES, with 14 years general office, accounting and supervisory experience wishes position as office manager, or supervisor or accounting position with opportunity for advancement. Presently employed but available on short notice.

Box 49, The Financial Post, Toronto

ACCOUNTANT

C.P.A. MEMBER, 33, ten years' industrial experience. Desires greater opportunity with progressive Central Ontario company. Box 41, The Financial Post, Toronto, Ont.

YOUNG SINGLE MAN desires foreign position. Free to travel anywhere. Financial and industrial selling experience. Excellent references. Box 35, The Financial Post, Toronto.

Business Opportunities

FLORIDA ATTRACTION for sale—Established 3 years, big stock of animals, birds and reptiles, on Florida's most traveled Highways U. S. #1 and 301, approx. 12 acres, new ultra modern ranch style home on premises. Illness reason for selling. Contact owner: Florida Wild Animal Farm Rt #1, Box 158, Callahan, Fla.

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This is Canada's national meeting place for executives who have positions to offer, and for those who have ability to offer

Getting Ahead

Astute businessmen plan for success; they read The Financial Post because it helps them make right decisions. Yearly by mail in Canada $6; elsewhere $7 yearly.

CHARTERED ACCOUNTANT

Financial organization requires an accountant with professional qualifications and experience in Canada to understudy senior official at its Head Office in Montreal. Excellent opportunity for man in his early thirties to advance to senior level position. Apply by letter giving a resume of education, qualifications, business experience and recent earnings.

Box 47, The Financial Post, Toronto

UNIVERSITY OF ALBERTA LECTURER IN PUBLIC ADMINISTRATION

University graduate, preferably with graduate training in public administration, field experience in municipal administration.

Responsibilities include broad training program both on and off campus including instruction and preparation of lesson materials.

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Director, Department of Extension
University of Alberta,
Edmonton

LABOUR RELATIONS

Multi-plant company requires experienced supervisor to administer collective agreements at Toronto location, employing more than 2,000, and to assist in grievance handling and negotiations at Head Office. Salary to $7,500. Replies will be held in confidence.

Box 51, The Financial Post, Toronto

CHARTERED ACCOUNTANT

Large corporation has immediate opening for chartered accountant with industrial experience. Company is located in Saskatoon area. Send complete resumé in own handwriting stating salary expected to

Box 8, The Financial Post, Toronto.

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Those selected will undertake cost audits of firms holding contracts with the Federal Government
Candidates must be professional accountants with three years of related experience;
OR
University graduates with seven years of related experience;
OR
High school graduates with ten years of related experience.

For details, write immediately to
CIVIL SERVICE COMMISSION, OTTAWA
Please quote competition 59-603.
— This competition is restricted to residents of Ontario —

METALLURGIST

Experienced Metallurgist with knowledge of steel and its fabrication for the mining industry. 40-hr. week; comprehensive group insurance and pension plan in effect. Top salary to right man. Reply giving full personal information and experience to

Box 53, The Financial Post, Toronto

SENIOR RESIDENT ENGINEER

A senior resident engineer is required having extensive experience in the supervision of construction of major projects involving engineering and architectural trades. Applicant must be a registered professional engineer and have capability in contract administration as well as in technical matters. Experience in mining, tunnelling and rock excavation desirable. Written applications to include complete resume of education, job experience and personal history. All replies treated in strict confidence.

A. D. Margison and Associates Limited
Consulting Professional Engineers
30 Eglinton Avenue East, Toronto 12

ELECTRICAL ENGINEER
for the position of
SALES REPRESENTATIVE

We require a man with sales experience to sell industrial rectifiers in the Montreal area. Applicants with a good technical knowledge of selenium rectifiers would be preferred. A car will be supplied with this position.

CANADIAN LINE MATERIALS LIMITED
3595 St. Clair Ave. E., Toronto 13 Phone AM. 1-7111

CHEMICAL SALES ENGINEER

Successful applicant should have degree or strong background of industrial chemical sales. Base salary $500 per month plus substantial bonus. Car supplied, expenses, pension and usual benefits. Established territory. Our D & B rating AAA-1. This is a permanent position. Please enclose a recent snapshot with application, giving complete resume of education and experience. Our employees are aware of this opportunity.

Box 52, The Financial Post, Toronto

SALES ENGINEER
WANTED

This Company requires a graduate engineer with several years practical experience in industry, preferably in the metal working field who now wishes to develop his career as a sales engineer.

Upon completion of the training programme, assignment may be to any one of the Company's offices.

This position offers excellent opportunities for advancement.

Please apply by mail, giving complete details of experience to:

Sales Manager
LINCOLN ELECTRIC COMPANY OF CANADA LIMITED
Leaside, Ontario

EPS

CIVIL ENGINEER

Required for leading Pulp and Paper Company for a mill town. Candidates should have at least three years' MUNICIPAL experience. SALARY: Commensurate with experience.

Applications held in confidence

Executive Placement Services
A Division of
LEETHAM, SIMPSON LIMITED
Management Consultants — 550 Sherbrooke Street West, Montreal.

JUNIOR SECURITY ANALYST

Investment dealer requires analyst as assistant in underwriting department. Applicants should be university graduates, have several years experience in brokerage or investment business and be graduates of I. D. A. Course II. Position offers good possibilities for advancement in firm, and usual employee benefits.

Staff members concerned of firm placing this advertisement have been advised of position offered.

Apply in writing with full details to
BOX 44, THE FINANCIAL POST, TORONTO
Applications Held in Strictest Confidence

FOOD TECHNOLOGIST WANTED

A leading Canadian Food Processor has opening for an experienced Food Technologist. Applicant must have had previous experience in all phases of canning and freezing techniques. Applicant should have the necessary creative imagination required for developing new products for the Canadian market. Applicant with the necessary qualifications will be in charge of all phases of Quality Control, Processing Techniques and Product Development in our operations. Liberal benefits in all personnel policies. Please address replies to Box No. 50, The Financial Post, stating salary desired, etc.

opening for
PLANT SUPERINTENDENT
STARTING SALARY $7,000

A highly-regarded company in the Hamilton District, engaged in the manufacture of architectural custom-built woodwork, has an excellent opening for a capable Plant Superintendent.

The man wanted must be a mechanical engineering graduate — or equivalent. Age 30 to 35. Married. Since he will supervise close to 100 people, he must have a strong forceful personality with decided leadership qualities. Some experience in managing a production group is necessary.

For the right man, the starting salary of $7,000 per year can increase to $10,000 within 18 months.

If you are interested, and believe you qualify for this position, please write us immediately, describing your background and experience. All communications held in strict confidence. Placement fees paid by our employer-client.

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CONSULTANTS LIMITED
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ANNOUNCEMENT

G. R. BLAKE

The appointment of Mr. G. R. Blake as Treasurer is announced by The Equitable Life of Canada. After graduating from Western University in 1946, Mr. Blake entered the life insurance business, serving in the securities and mortgage departments. He is a fellow of the Life Office Management Association, having majored in investments. Mr. Blake succeeds Mr. F. D. Rueffer, Treasurer of the Equitable since 1921, who is retiring under the Company's pension plan.

Wheat and Oil Move Together In Pipeline?

Watch these experiments, the next moves toward a west-to-east grain pipeline . . .

From Our Own Correspondent

SASKATOON — Coming up: Experiments to determine if a west-to-east grain pipeline is feasible.

Such a pipeline has been discussed over the years (**FP**, Oct. 4, 1958), but an Edmonton resident feels it is time some definite action is taken.

A. J. Cressey, of Edmonton, assistant to the president of **Fulton Banister Ltd.**, told **FP**: "We might be able to dump grain into the present oil pipeline from Edmonton to Sarnia and transport it that way."

Fulton Banister is a pipeline contracting company.

He thinks it's possible the grain might withstand the effects of being immersed in oil.

"We're going to find out in an experimental situation," he said.

Just who will carry out the experiments isn't known yet, but some announcement will be made in a week or two.

The plan is to set up two miles of copper pipeline and run oil and grain through it continuously.

"If we find that grain won't stand up to the oil, we'll try it with some lighter secondary petroleum products," said Mr. Cressey.

"We'll examine all lubricants going from west to east and if any work, we can think about building a pipeline, say from Alberta to the Lakehead."

The petroleum and grain would be separated at the end of the pipeline route.

Methods of cleaning the grain aren't in mind at the moment. "We'd work that out when the time came. It would be no problem."

If it's found that the type of liquid that will carry grain in a pipeline is not of commercial value, then "the grain could be removed at the Lakehead and the fluid returned to the source by a small pipeline so it could be used again," Mr. Cressey said.

Others who have thought of a pipeline have cast aside the idea mainly because they realized that without a proper lubricant grain would be damaged extensively, even ground to powder as it skips along a pipe.

Finding a suitable lubricant, therefore, seems to be the only obstacle, at least in theory.

No matter what method were devised, the Board of Transport Commissioners would have to authorize its use.

Main argument in favor of a grain pipeline: Transportation costs would be cut drastically.

"Railroad costs for transporting grain out of the Prairies are about $100 million a year," calculates Mr. Cressey. "A pipeline is abundantly more economical. Operating and maintenance costs are almost nil and shipping is cheap.

"It costs less to ship a gallon of oil via pipeline from Edmonton to Sarnia than it does to send a letter."

He says if the cost of transportation is reduced, the grain price could be lowered and Canada would sell more.

Main objection to a grain pipeline: What would it do to the railways?

Also, since a 1,700-mile 12-in. pipeline would provide storage space, in effect, for some 57 million bu. of wheat, how would elevators be affected?

There may be other problems as well.

However, Mr. Cressey says "We're going ahead with our feasibility tests. If we find something that will work, it will depend on federal policy whether we can go ahead."

Company Report

Automotive

FRUEHAUF TRAILER CO. OF CANADA, Dixie, Ont., suffered a consolidated net loss of $1,068,376 in 1958 compared with a profit of $233,395 in 1957.

Company spared no effort in combatting business recession and highly competitive conditions, and maintained its position of sales leadership in its field, report Roy Fruehauf, president, and R. L. Telford, vice-president and general manager. "Lower margins naturally followed."

Company sees great promise for the company, in the growing popularity of "piggyback," and specially designed trailers to be transported on specially built flatcars. Other promising markets include the construction industry, suburban truck-trailer transport, and automation of materials handling.

Company's Applewood Acres plant was completed during the year, the move inevitably resulting in some severe dislocation. Sale of the now vacant Weston factory and office building should result in a substantial saving in overhead charges.

Trailer Acceptance Co., a wholly owned subsidiary, earned $224,626 in 1958 compared with $194,813 in 1957. Outstanding installment equipment notes decreased from $9.5 million at Dec. 31, 1957 to $8.6 million at the end of 1958 due to the paying out of a few large contracts but finance revenue rose from $792,731 to $834,177. Deferred finance revenue at year-end was $1,031,863 compared with $1,146,078 a year earlier.

CONDENSED INCOME ACCOUNT

Year Ended Dec. 31:	1958 $	1957 $
Net sales	12,760,994	11,467,418
Net earnings	704,321	517,599
Less: Deprec.	114,456	61,848
Prepaid exps.	195,974	......
Debt. int.	176,625	183,550
Income taxes	*123,000	38,800
Net profit	†1,068,376	233,395
Less: Divd. pd.	......	......
Surplus for year	†1,068,376	233,395

*Credit
†Deficit

Note — For inc. tax purposes, capital cost allowances exceed depreciation record as in accounts, resulting in tax reduction in 1957 totaling $170,000 which has been deferred. In 1958, due to loss, capital cost allow. will not be claimed for tax purposes & transfer of $123,000 from def. inc. tax to income acct. has been made.

Earnings per Share and Dividend Record:

Common: Earned	d$1.19	$0.26

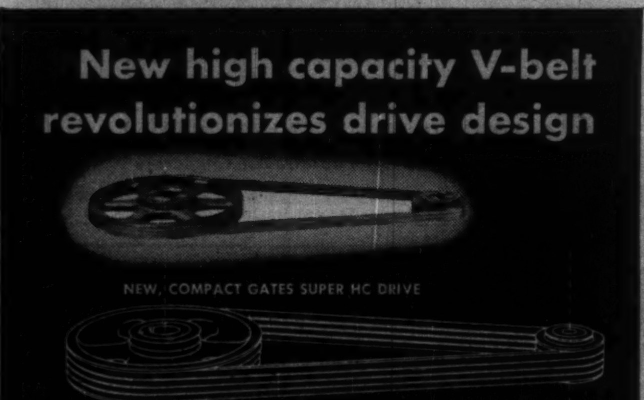
None paid in 1956 or 1958.

Shares o/s Dec. 31:

Ordinary, npv	900,000	900,000

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$560,284	$194,648
Accts., etc., rec.	1,363,213	2,827,714
Inventories	4,734,196	4,835,294
Prep. expa.	79,675	66,542
Total curr. assets	6,737,368	7,924,198
Invest. in subsid.	1,950,450	1,725,824
Fixed assets†	4,776,586	4,848,994
Misc. assets	211,095	237,562
Total assets	13,675,498	14,738,578
Due bank	......	588,000
Accts., etc., pay.	3,800,850	2,639,290
Income taxes	6,194	3,059
Deb. pay.	150,000	115,000
Total curr. liabs.	3,657,044	3,315,349
Funded debt	2,200,000	3,350,000
†Def. Inc. tax	47,000	170,000
Deferred liab.	267,804	288,202
Capital stock	5,125,000	5,125,000
Earned surplus	1,378,651	2,447,027
†After deprec. of	491,404	381,607
Working capital	3,080,324	4,578,849


NEW, COMPACT GATES SUPER HC DRIVE
PRESENT V-BELT DRIVE

New high capacity V-belt revolutionizes drive design

Makes drives far more compact... cuts cost as much as 20%

Here is a major advance in the field of power transmission — the fully proved Gates Super HC V-Belt, developed in the world's largest belt-testing laboratories at Gates.

The Gates Super HC V-Belt makes possible the lowest-cost, lightest-weight, most compact multiple V-belt drive that can be put on any machine! Sheave diameters can be reduced up to 50%, sheave widths 30% to 50%, center distances 20% and more.

On new drives, the cost of a Gates Super HC V-Belt Drive is as much as 20% less than present V-belt drives of the same horsepower capacity.

Savings multiply with Gates Super HC V-Belt Drive

In addition to the lower cost of the drive itself, economies are realized on housings and bases — materials, production time, shipping costs.

Shown below are space savings of a typical installation . . .

	DriveR Sheave Diam.	DriveN Sheave Diam.	Center Distance	No. of belts
Present Drive	7.4"	20.0"	42.9"	4
Super HC Drive	5.3"	14.0"	30.0"	3

Learn more about the cost-saving Super HC Drive

For detailed information on the Super HC Drive, contact your nearby Gates distributor or Gates Office for new booklet, *"The Modern Way to Design Multiple V-Belt Drives."*

For utmost space, weight and dollar savings in new drives or drive replacements, specify Gates Super HC V-Belts and Sheaves. Stocks immediately available in principal industrial centers.

Gates Super HC V Belt Drive

GXC9-3

Gates — World's Largest Maker of V-Belts

Gates Rubber of Canada Ltd., Brantford, Ontario

Gates Super HC V-Belt Drives

What's New

New products, new uses, new ideas, new money-makers. FP reports them here and invites your contributions. Write to 481 University Ave., Toronto.

Blade Sharpener

Rotary lawn mower blades can be sharpened while still on the mower with new attachment which fits any ¼-in. electric drill. Along with a grinding wheel, device has an idler guide wheel to maintain correct blade angle. Maker says it is also useful for sharpening shovels, hoes, axes, scythes and other edged tools.

* * *

Aid for Fishermen

Bothered by tackle box snarls on fishing trips? Plastic hook guard, in three sizes, designed for double and treble hooks. It permits fisherman to carry baits in his pockets, leaving hand free for other equipment. It also provides big saving in space in the tackle box, manufacturer claims.

* * *

Stands up to Heat

New type hose is capable of withstanding very high operating temperatures, according to maker. Flexible and relatively light, hose is also resistant to abrasion and attack from corrosive industrial chemicals. It is made from a special plastic-base compound. Withstands temperatures to 600 deg. F. for short periods.

* * *

Airy Effect

Light, airy effect is promised from venetian blind design, developed in Canada and now ready for markets abroad as well. It has narrow slats, and traditionally wide tapes are replaced by light, Terylene threads. Louvers art tilted by dial rather than cord, another innovation.

* * *

Pyramid Cream

A roll of paper and cream for one cup of coffee are combined in a single packaging job by a new machine. For restaurants, it eliminates handling, provides customers with cream package that cannot be exposed until they open it. The pyramid-shape containers, first used in Europe, are made from flat sheets of polyethylene coated paper.

* * *

Paint and Kill

Mix this insecticide with any paint or coating and it will kill insects for life of the paint, says manufacturer. It comes in powder form. Insects, bugs die on contact, it is claimed.

* * *

Sterilized Swim

Sterilize your swimming pool with a pill, a germicide said to eliminate the unpleasant sting of some other methods of sterilization. Pool owners just toss a few tablets into the pool to keep it fresh and sterile for the whole day, maker claims.

* * *

New Literature

Stainless steel chart gives answers to many common questions quickly, available from **Alloy Metal Sales** . . . catalogue on new line of office chairs from **Sunshine Waterloo Co.**, Waterloo, Ont. . . . eight-page brochure from **General Motors Diesel Ltd.**, London, Ont., describes diesel power on highways . . . heating and air conditioning guide offered by American Society of Heating, Refrigerating & Air Conditioning Engineers, New York . . . folder tells of 10-line internal phone switchboard, available from **Ericsson Telephone Sales of Canada**, Montreal.

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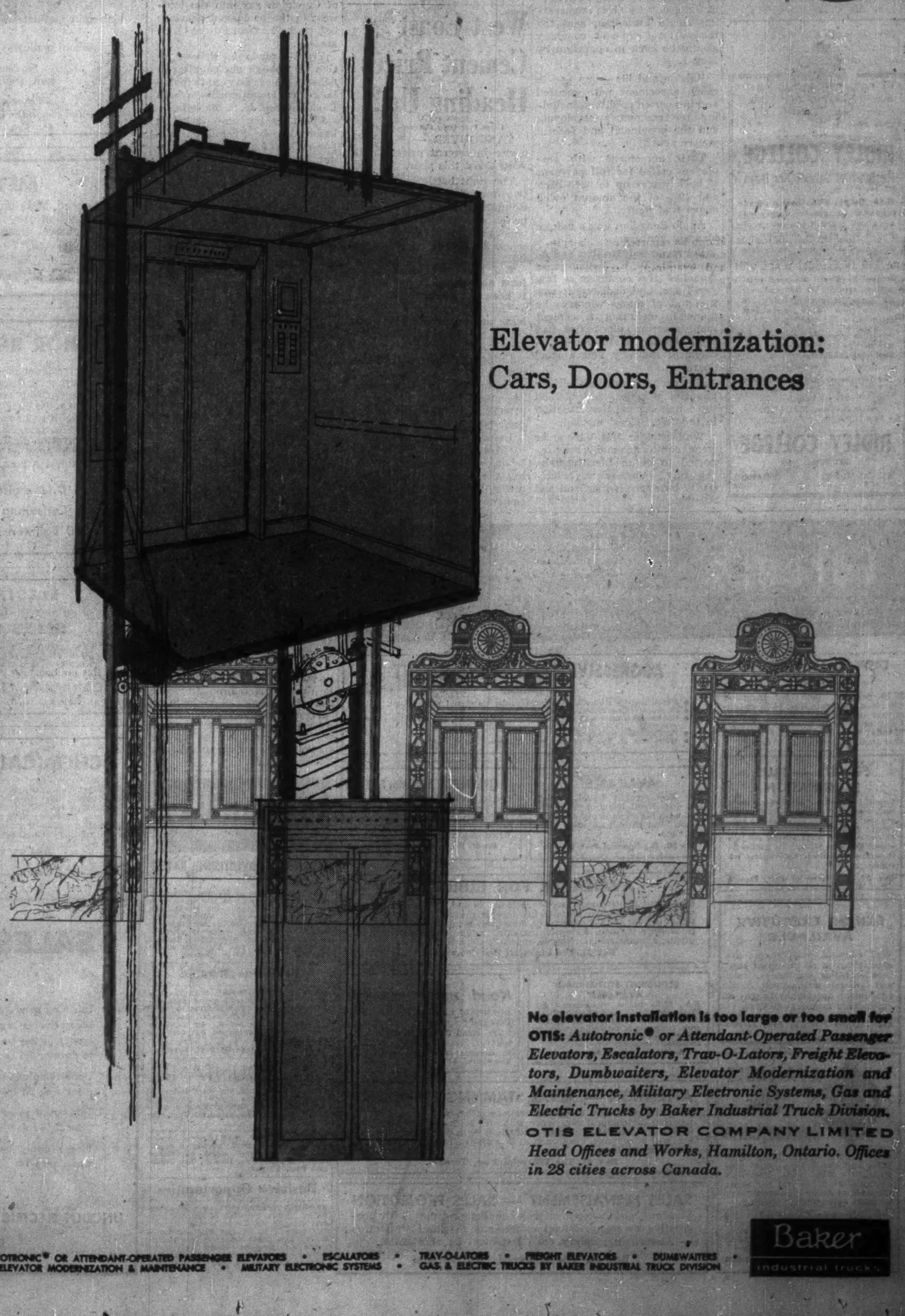

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Mine Men Open Drive In Northwest Ontario

By FRANK KAPLAN

MONTREAL (Staff) — A major drive at the mineral wealth of northwestern Ontario is getting under way.

By next fall, the first big steps will be taken in a systematic and careful program to probe the mineral possibilities of a 60,000 sq. mi. area.

By next winter, it is possible that drills will drive through muskeg and overburden in an effort to find ore deposits.

Spark to an exploration drive that will likely pick up momentum over the next few years is a combined operation by the federal government in Ottawa and the Ontario government.

Key experts in exploration and development of mines, meeting at the annual conference of the Canadian Institute of Mining & Metallurgy this week, were given details of a project that may occupy much of their time and effort in the future.

- **The federal department** of mines and the Ontario department of mines will spend $400,000 for an airborne magnetic survey of a strategically located area that has only been examined in patches by private mining organizations.
- **Spartan Air Services** will fly an area about 350 miles long and 200 miles skirting the **Canadian National Railways** main line between Nakina on the east and beyond Sioux Lookout on the west.
- **This is believed** to be the largest single government-sponsored air survey for minerals yet carried out in Canada.
- **The survey to outline potential** mineral-bearing ground will take about six months to fly.
- **First results** in the form of maps are expected to be available from Ottawa and Toronto by the end of the year. First area to be flown is the west end of the 60,000 sq. mi. block.

These maps will likely spark activity by private prospectors and mining companies who will want to follow up the anomalies indicated by the air results. Some 160 individual maps will be prepared over an 18-month period.

Cost of the initial survey is being shared on about a 75%-25% basis with Ontario paying the largest portion. But the federal department of mines will follow up the 1959 air survey with a geological reconnaissance on the ground through 1960-61.

By the time both governments finish their work, costs will have been shared on an approximate 50-50 basis.

An important by-product of these surveys will be location of future roads to be built under a federal-provincial program that may stretch over the next seven years. It's all part of efforts to push back economic frontiers.

This particular area is close to known mineral deposits and even includes some already found by private companies. It is in an area of the Pre-Cambrian Shield that has long attracted prospectors. But most work so far has been limited to examining surface outcrops.

Companies like the J. H. Hirshhorn-backed **Panther Mining** and **Polpond Mining** have carried out air surveys, followed up on the ground by staking and drilling. **Anaconda Mining** is developing a large iron deposit in the southeast corner.

But results of such ventures are not available to all prospectors and they have been limited in size of area covered.

This air survey will involve Cessna 310 aircraft equipped with a new nuclear type magnetometer flying at 500 ft. and half-mile intervals. Objective of the governments is to encourage private companies to carry out follow-up work by providing the preliminary basic material for exploration.

• • •

From Gold Pan To Air Surveys

From prospector's gold pan to the dip needle in the early '20s and now the "fabulous" methods of picking out mines from the sky with airborne instruments. That illustrates how the pace of mineral exploration and development has stepped up in Canada.

Karl J. Springer, president of **Leitch Gold Mines**, told of how modern methods resulted in the discovery of the Mattagami Lake Mines orebody in the Mattagami area.

Modern methods are expensive and this has led to the formation of syndicates such as the Mattagami Syndicate which located the orebody.

Cost of surveying a 600-sq. mi. area in northern Quebec was $37,000. Follow-up staking, ground surveying and drilling over 2½ years was $403,000. This excludes $127,000 for intensive drilling of the orebody.

Top geologists emphasized the growing importance of new techniques and methods in finding mineral deposits. George M. Brownell of the University of Manitoba reported on a "berylometer," latest tool for finding and examining beryllium deposits.

"There is an urgent demand for larger supplies of beryllium," says Mr. Brownell. The berylometer can help find nonpegmatitic deposits which offer the better possibilities of large tonnage.

• • •

Question Basis Oil, Gas Reserves

A challenging question of the validity and value of Western Canada's oil and gas potential as studied by the Borden Commission was made by W. C. Gussow, geologist with **Union Oil Co. of California** in Calgary.

He predicts that Saskatchewan and Manitoba will never become great gas-producing provinces. It is folly to base future gas and oil reserve estimates on a cubic mile factor which is the basis of estimates submitted to the Borden Commission.

His studies indicates that the gigantic size and location of the Athabasca tar sands indicates that oil and gas has migrated to that area.

• • •

Watch Ottawa Hint New Policies

A hint of things to come in federal government policy was given by Paul Comtois, Minister of Mines and Technical Surveys.

Mr. Comtois cryptically promised that "you will hear more" of "serious studies" being made to encourage increased processing in Canada of natural resources.

The government studies, he said, look at both the present and far into the future.

"We can continue to co-operate and help other nations of the world to grow, by exporting to them ores or minerals in the unfinished form.

"But there are certainly some areas where our domestic needs plus exports would warrant a re-appraisal of the present situation, and where substantially more processing of our ores and minerals could be done in Canada," he said.

Mr. Comtois emphasized that government thinking is to provide incentives to further processing rather than imposing any restrictive or protective measures.

"Gentlemen," he said, "I do not wish to pursue the matter further today. You will hear more of it in time to come."

• • •

Sproule Heads Mining Institute

J. C. Sproule of Calgary, a consultant on petroleum geology and exploration, was elected president of the Canadian Institute of Mining & Metallurgy at the annual meeting this week.

Elected vice-presidents:

G. S. MacKenzie, Fredericton, N.B., representing the Maritimes district; D. M. MacLean, Chibougamau, Que., for Quebec and Labrador; J. M. Harrison, Ottawa, for eastern Ontario; L. E. Ostrander, Winnipeg, for western Ontario, Manitoba and Saskatchewan; J. G. McNivan, Port Radium, NWT, for Alberta and the Northwest Territories; L. G. R. Crouch, Vancouver, for British Columbia and the Yukon.

New councillors: A. T. Bonnell, Montreal; J. P. Finnigan, Toronto; W. H. Maher, Buchans, Nfld.; J. O. Eby, Asbestos, Que.; W. J. Johnson, Thetford Mines, Que.; R. G. K. Morrison, Montreal; J. H. Boyle, Jamestown, Ont.; W. J. Stewart, Hamilton; A. R. Belanger, Port Arthur; R. B. Cairns, Flin Flon; L. E. Weekley, Geraldton, Ont; D. E. Anderson, Calgary; R. J. Tremblay, Port Radium; H. M. Howard, Vancouver; A. E. Pike, Elsa, Yukon Territory.

CIMM Honors Award Medals

The CIMM honored some of its most distinguished members with special medals. The Institute Medal for Distinguished Service was awarded Alexis Ignatieff for his services to the struggling coal industry. Mr. Ignatieff is with the federal Department of Mines and Technical Surveys.

M. S. Fotheringham, president of **Steep Rock Iron Mines**, was awarded the **International Nickel Co. of Canada** medal for his work on development of Steep Rock's "unusual iron-ore deposit." J. Tuzo Wilson, geophysics professor at the University of Toronto, was given the Selwyn G. Blaylock Medal for his work in advancing worldwide geophysical knowledge and bringing special honor to Canadian technology.

Defence Contracts

Contracts totaling $7,548,999 were awarded to Canadian firms in the first half of February by the Department of Defence Production and Defence Construction (1951) Ltd.

The largest contract, for $2 million, was placed with **Orenda Engines Ltd.**, Toronto, for the overhaul of aero engines. **Imperial Oil Ltd.**, Ottawa, received a contract for aviation turbine fuel and other products valued at $1,685,099.

Other large contracts were placed with **S. F. Bowser Co.**, Hamilton, Ont., for ammunition ($693,887); **Computing Devices of Canada Ltd.**, Ottawa, for electronic equipment ($674,169), and **Canadian Car Co.**, Fort William, Ont., for airframe components ($155,071).

Contracts classified for security reasons are not included in this list:

Department of Defence Production — Feb. 1 - 15, 1959

Contractor	Commodity	Value
Addison Industries Ltd., Toronto;	radio equipment	$ 304,925
Ahearn & Soper Co., Ottawa;	signal generators	36,774
Ampex American Corp., Ottawa;	tape recording system	13,530
Aviation Electric Ltd., Montreal;	aero engine components, etc.	33,234
S. F. Bowser Co., Hamilton, Ont.;	ammunition	693,887
Can. West Shoe Mfg., Winnipeg;	footwear	59,836
Can. Wire & Cable Co., Ottawa;	electrical cable	29,838
Canadair Ltd., Montreal;	repair of airframes	20,000
Cdn. Aviation Electronics Ltd., Montreal;	flight simulators	36,161
Cdn. Car Co., Fort William, Ont.;	airframe components	155,071
C. G. E. Co., Montreal;	electric ranges	85,528
Cdn. Motorola Electronics Ltd., Toronto;	electronic equipment	12,877
Cdn. Westinghouse Co., Ottawa;	electronic equipment	10,000
Ciba Co., Montreal;	medical supplies	10,368
Computing Devices Ltd., Ottawa;	electronic equipment	674,169
Crescent Creamery Co., Winnipeg;	dairy products	10,192
De Havilland Aircraft Ltd., Toronto;	airframe components	24,156
Dominion Steel & Coal Corp., Trenton, N.S.;	ships' towing gear	40,920
Dominion Welding Eng. Co., Montreal;	recompression chambers	32,953
Ertel of Canada Ltd., Montreal;	artillery plotting scales	24,788
Garrett Mfg. Corp., Rexdale, Ont.;	electronic components	11,282
Godfrey Eng. Co., Montreal;	aircraft test stands	43,780
Grinnell Co., Montreal;	galvanized iron pipe	10,337
Halifax Shipyards Ltd., Halifax, N.S.;	repairs to ships	37,710
Imperial Oil Ltd., Ottawa;	aviation turbine fuel, etc.	1,685,099
Instronics Ltd., Stittsville, Ont.;	electronic equipment	49,383
W. J. Keating & Sons Ltd., Montreal;	ships' anchors	15,820
Measurement Eng. Ltd., Arnprior, Ont.;	signal generators, etc.	254,566
R. H. Nichols Ltd., Downsview, Ont.;	electronic cable assemblies	14,765
Northern Electric Co., Ottawa;	radar equipment, etc.	86,059
Orenda Engines Ltd., Toronto;	overhaul of aero engines	2,000,000
Patton Aircraft Ltd., Toronto;	aircraft components	14,475
H. K. Porter Co., Guelph, Ont.;	electrical cable	27,332
Raber Glove Mfg. Co., Winnipeg;	clothing	16,146
Randall Roy Metals & Wire, Toronto;	monel wire	12,417
Servomechanisms Ltd., Toronto;	fire control equipment	35,175
Shell Oil Co., Toronto;	aviation turbine fuel	60,710
J. Stevens & Son Co., Toronto;	medical equipment	13,580
Swift Canadian Co., Halifax, N.S.;	meat	29,200
Textile Industries Ltd., Guelph, Ont.;	clothing	42,777
White Motor Co., Toronto;	repair of commercial vehicles	100,000
James H. Wilson Ltd., Montreal;	laboratory equipment	30,900

Defence Construction (1951) Ltd. — Feb. 1 - 15, 1959

Contractor	Work	Value
Swanson Construction Co., Winnipeg;	construction of medical equipment depot, inflammable stores building and ammunition magazine—Camp Shilo, Man.	$ 598,279

Company Report

Textiles

COSMOS IMPERIAL MILLS LTD., Hamilton, Ont., consolidated net profit of $405,355 for 1958 was 16.2% lower than 1957's $483,631.

Production and sales were adversely affected by foreign competition and gradual slowdown in industrial demand, President J. V. Young reports.

Capital expenditures totaling $520,044 included transfer of manufacturing operations from Imperial Division at Hamilton to Cosmos Division at Yarmouth, N.S., where building facilities were expanded, and the starting-up of company's new dryer felt loom.

Consolidation of manufacturing operations at Yarmouth will benefit the company through economies obtained by larger production runs, Mr. Young believes.

Head office and sales office, together with converting operations and some warehousing, remain at Hamilton, Ont.

Annual meeting is April 17.

CONS. INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Net earnings	$875,301	$1,177,700
Less: Deprec.	209,946	241,069
Taxes payable	260,000	453,000
Net profit	405,355	483,631
Less: Com. divd.	320,000	320,000
Surplus for year	85,355	163,631
Earnings per Share and Dividend Record:		
Common	[illegible]	[illegible]
Paid	0.70+0.10	0.70+0.10
Shares o/s as at Dec. 31.		
Common, n.p.v.	400,000	400,000

CONDENSED CONS. BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	[illegible]	$184,483
Invests.*	321,563	321,563
Accts. rec., etc.	1,061,424	1,226,440
Inventories	1,478,[illegible]	1,612,502
Unexp. insur.	32,636	32,104
Total curr. assets	[illegible]	[illegible]
Def. chgs.	13,632	....
Fixed assets	[illegible]	[illegible]
Total assets	[illegible]	[illegible]
Total curr. liab.	[illegible]	375,973
Funded debt	....	90,000
Deprec. res.	[illegible]	[illegible]
Contingent res.	349,939	348,673
Capital stock	1,694,863	1,694,863
Surplus	[illegible]	2,470,180
*Mkt. val. of	292,813	320,500
Working capital	[illegible]	[illegible]

Grocery Product Trade Planning New Association

Grocery product manufacturers are planning to form a trade association.

Its objective:

"Joint study and action on matters of mutual interest to those engaged in grocery products marketing in Canada."

Senior executives of nearly 100 companies have met in preliminary discussions, chaired by J. G. Wharry, president of **Quaker Oats Co. of Canada.**

Paul S. Willis, president of the Grocery Manufacturers of America Inc., has outlined activities of the 50-year-old U.S. association to the Canadian group, although affiliation is not planned.

Lever Brothers Ltd. President Harry Greenway is chairman of a steering committee.

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MAURICE E. THOMAS, C.L.U.
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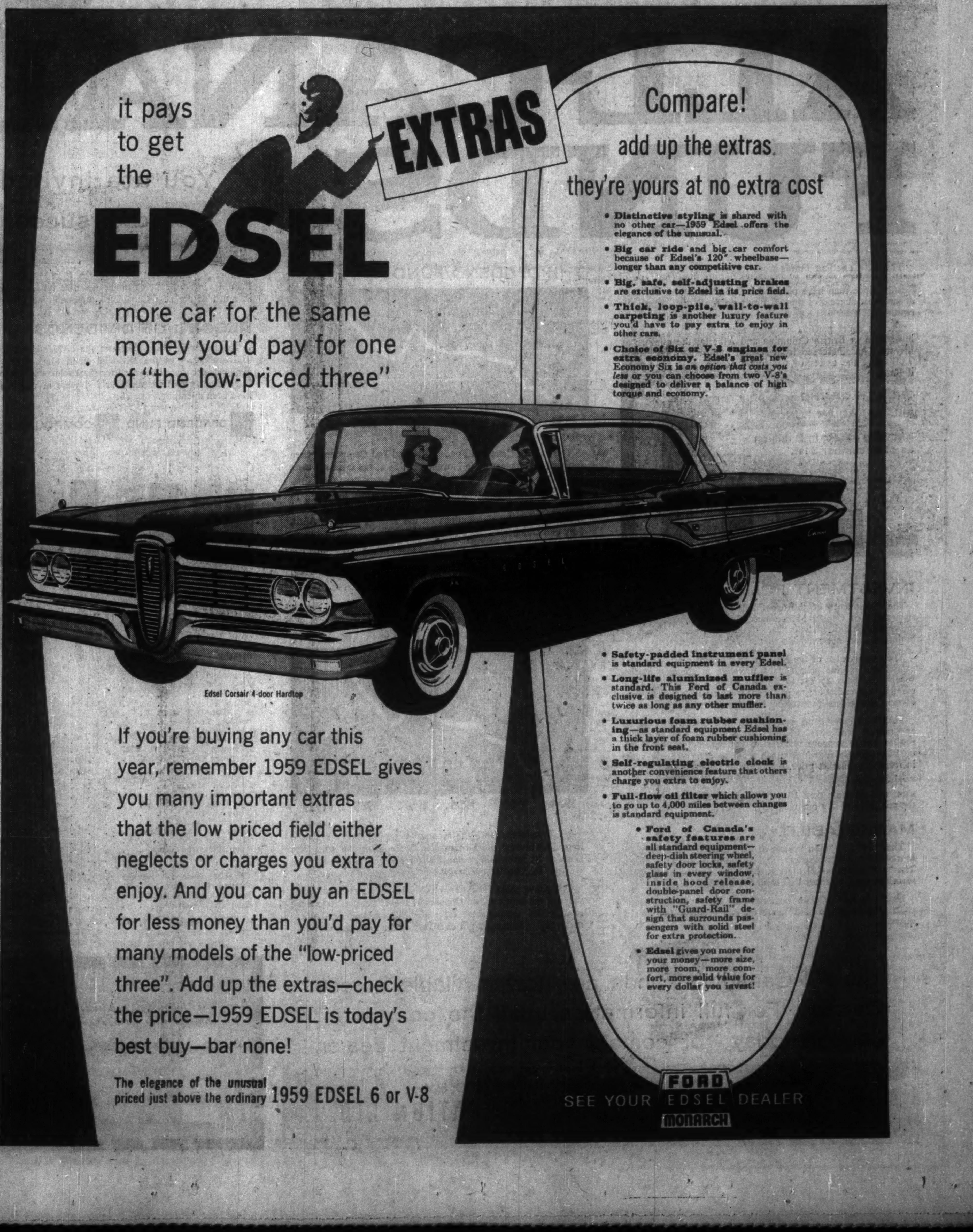


it pays to get the EXTRAS

EDSEL

more car for the same money you'd pay for one of "the low-priced three"

Edsel Corsair 4-door Hardtop

If you're buying any car this year, remember 1959 EDSEL gives you many important extras that the low priced field either neglects or charges you extra to enjoy. And you can buy an EDSEL for less money than you'd pay for many models of the "low-priced three". Add up the extras—check the price—1959 EDSEL is today's best buy—bar none!

The elegance of the unusual priced just above the ordinary 1959 EDSEL 6 or V-8

Compare!

add up the extras

they're yours at no extra cost

- **Distinctive styling** is shared with no other car—1959 Edsel offers the elegance of the unusual.
- **Big car ride** and big car comfort because of Edsel's 120" wheelbase—longer than any competitive car.
- **Big, safe, self-adjusting brakes** are exclusive to Edsel in its price field.
- **Thick, loop-pile, wall-to-wall carpeting** is another luxury feature you'd have to pay extra to enjoy in other cars.
- **Choice of Six or V-8 engines for extra economy.** Edsel's great new Economy Six is *an option that costs you less* or you can choose from two V-8's designed to deliver a balance of high torque and economy.
- **Safety-padded instrument panel** is standard equipment in every Edsel.
- **Long-life aluminized muffler** is standard. This Ford of Canada exclusive is designed to last more than twice as long as any other muffler.
- **Luxurious foam rubber cushioning**—as standard equipment Edsel has a thick layer of foam rubber cushioning in the front seat.
- **Self-regulating electric clock** is another convenience feature that others charge you extra to enjoy.
- **Full-flow oil filter** which allows you to go up to 4,000 miles between changes is standard equipment.
- **Ford of Canada's safety features** are all standard equipment—deep-dish steering wheel, safety door locks, safety glass in every window, inside hood release, double-panel door construction, safety frame with "Guard-Rail" design that surrounds passengers with solid steel for extra protection.
- **Edsel** gives you more for your money—more size, more room, more comfort, more solid value for every dollar you invest!

FORD
SEE YOUR EDSEL DEALER
MONARCH

ALL-CANADIAN FUNDS

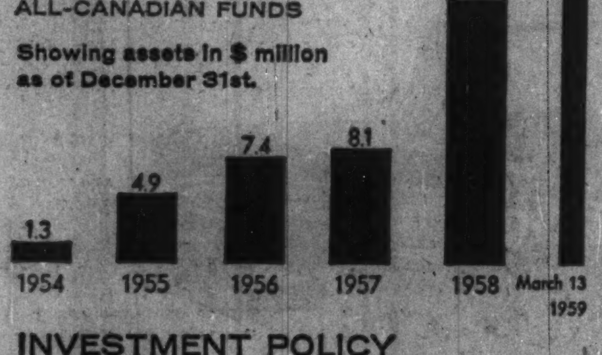
You are invited to study this outstanding record of successful investment management

The All-Canadian Funds were formed four and one half years ago by Capital Management Corporation of Vancouver. Results since then have placed All-Canadian among the half dozen most successful mutual funds on the North American continent.

In this short period, although more than 90% of sales have been in British Columbia and Alberta, the number of investors has increased from several hundred to more than 7,000 and the assets of the funds now exceed 21 million dollars.

GROWTH OF THE ALL-CANADIAN FUNDS

Showing assets in $ million as of December 31st.



INVESTMENT POLICY

The investments of the two Funds are under the constant supervision of Capital Management Corporation, which maintains research and analytical facilities and has access to sources of information not available to the average investor.

The management of the Funds aims for long-term growth of capital and income primarily by investing in common stocks. When conditions appear to warrant caution (as in 1957) the management endeavors to protect the capital and capital gains of the shareholders by investing in defensive securities.

Individual investments are changed to suit current business and market conditions. Changes are not made just to realize profits, but to improve the relative performance of the Funds by buying those securities which seem to offer greatest value in relation to market price.

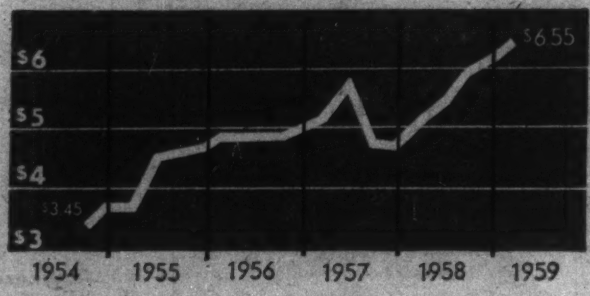
The Funds may not borrow money, buy on margin or sell short and no more than 10% of the assets may be invested in the securities of any one company.

MARKETABILITY

The "bid" and "offer" prices of the Funds are reported daily in most Canadian newspapers and on the Canadian Dow Jones. The "bid" prices reflect the actual current market value of the securities held, calculated daily to the nearest cent.

Shares in All-Canadian Funds can be bought at the "offer" price or sold at the "bid" price on any business day in any quantity.

THE DIVIDEND FUND

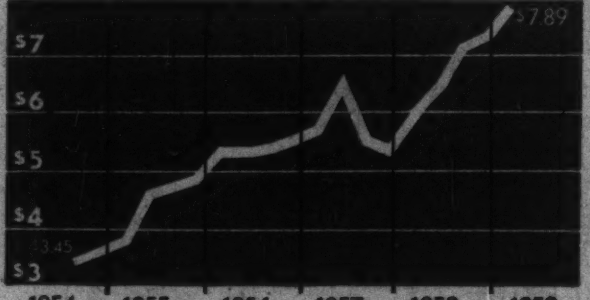


The two All-Canadian Funds (Dividend and Compound) were founded simultaneously in November 1954 at the same net asset value of $3.45 per share.

The Dividend Fund is primarily for investors interested in regular income as well as long-term growth of capital. It makes quarterly dividend distributions on the 15th of January, April, July and October.

The above chart illustrates the changes in net asset value per share of the Dividend Fund since its inception. From November 1, 1954 to March 13, 1959, the Dividend Fund has increased 90% in net per share value — almost twice as much as the next Canadian dividend paying mutual fund.

THE COMPOUND FUND



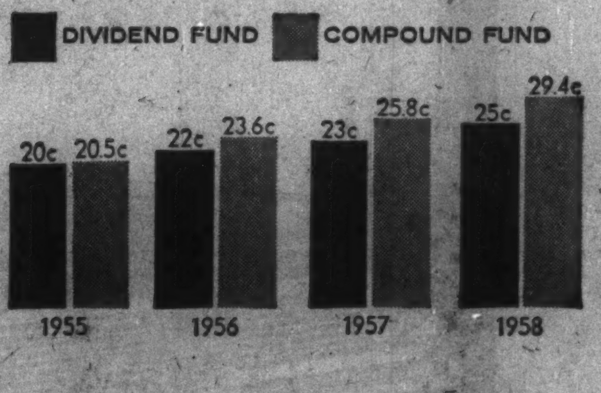
For investors who wish to accumulate capital and do not need immediate income, the All-Canadian Compound Fund is the ideal vehicle. Its income is automatically reinvested at no charge to give the shareholder the benefits of compounded income.

The above chart illustrates the changes in net asset value per share of the All-Canadian Compound Fund. Because its income is reinvested, the per share value of the Compound Fund shows a steadily widening margin over that of the Dividend Fund.

From November 1, 1954 to March 13, 1959, the Compound Fund has increased 129% in net per share value — almost twice as much as the next Canadian compound-type fund.

RECORD OF DIVIDENDS

The following chart illustrates the dividends per share paid to shareholders of the Dividend Fund (dark green) and the dividends per share reinvested for shareholders of the Compound Fund (light green) for the four full years in which the Funds have been operating.



SUMMARY OF INVESTMENTS

As of March 13, 1959

Security	Market Value	% of Assets
Aluminium Ltd.	$ 1,943,000	8.9%
Asbestos Corporation	715,950	3.3
Atlas Steels	453,150	2.1
B.A. Oil	361,125	1.7
B.C. Forest Products	530,400	2.4
Building Products	166,060	.8
Canadian Oil	606,375	2.8
Consolidated Denison	658,000	3.0
Dominion Foundries & Steel	1,701,375	7.8
Dominion Tar & Chemical	1,698,800	7.8
Ford of Canada "A"	1,167,312	5.3
Hudson Bay Mining & Smelting	1,012,700	4.6
Labrador Mining	341,000	1.6
Massey-Ferguson	1,024,481	4.7
MacMillan "B"	1,159,350	5.3
Noranda Mines	1,151,803	5.3
Quebec Natural Gas	181,350	.8
Shawinigan Water & Power	773,375	3.5
Standard Paving	434,700	2.0
Steep Rock Iron Mines	1,030,837	4.7
Traders Finance	711,450	3.3
Trans Canada Pipe Lines	1,214,750	5.6
Trans Mountain Oil Pipeline	441,600	2.0
Western Plywood	594,137	2.7
Woodwards 5% Convertible	1,120,000	5.1
Cash and Receivables	632,641	2.9
Total Assets	**$21,825,721**	**100.0%**

THE FUNDS AND YOUR FUTURE

A study of all the industrial common stocks listed on the New York Stock Exchange over the past 80 years reveals that the average annual increase in value (including dividends reinvested) has been over 9%. There is no reason to believe that the future rate will be any lower than the past.

But, because the investments of the All-Canadian Funds are selected and supervised by professional managers, it would be quite reasonable to expect better than average performance. Indeed, the results of the Funds to date have been over 5% better per year than the market average.

A Message for Investment Dealers

from W. J. Borrie, President,
Capital Management Corporation Ltd.
Managers of the All-Canadian Funds

I am very pleased to bring to your attention the shares of All-Canadian Funds.

As noted elsewhere on this page, the shares have been sold primarily in B.C. and Alberta since the inception of the Funds in 1954. Capital Management Corporation, the Manager of the Funds, now proposes to register the shares for sale in the rest of Canada. Registration has been completed in most provinces.

May I point out the following advantages:

- an outstanding record of successful investment management.
- a wide range of plans to provide solutions for most equity investment problems.
- an active program of service for dealers.

Inquiries are invited from investment dealers who wish to participate in the distribution of the shares of All-Canadian Funds. Complete information may be obtained from Mr. D. W. Mitchell, Managing-Director, Capital Management Corporation Ltd., 744 West Hastings Street, Vancouver 1, B.C.

The All-Canadian Funds are now available across Canada. For full information, mail the convenient coupon today - or contact your investment dealer.

ALL-CANADIAN FUNDS ARE MANAGED BY
CAPITAL MANAGEMENT CORPORATION LTD.
VANCOUVER, BRITISH COLUMBIA

The following publications are available with no obligation.

☐ 1958 Annual Report
☐ 1959 Prospectus
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Capital Management Corporation Ltd.
744 West Hastings Street
Vancouver 1, B.C.

Yes, I am interested in the All-Canadian Funds. Please send me the material which I have checked on the list at the left.

NAME..
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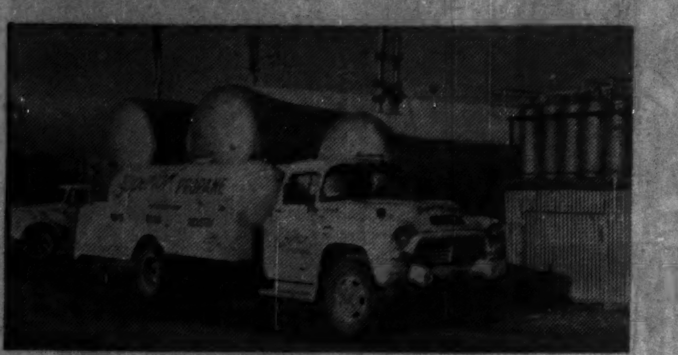
The Financial Post

Vol. LIII | Member of Audit Bureau of Circulations | Publication Office: Toronto, April 18, 1959 | Twenty Cents an issue, Six Dollars a Year | No. 16



← TRUCKS, TANKS AND CYLINDERS THE BASIC EQUIPMENT.

You're in Business for $50,000: But It Gobbles Expansion Capital

It's easy to jump into the liquefied petroleum gas business for a relatively small investment, but watch your step . . .

You can jump into the LPG business in Canada for a capital investment of $50,000 or less. Some have started on an outlay of less than $25,000.

But look out. The industry is a hog for capital investment if you are ambitious and want to expand with markets.

For an efficient, well-rounded production and distribution set-up under today's conditions, you'll want to be able to put your hands on more than $200,000, says a top LPG authority.

The business is getting more competitive and tougher for the small, slow-moving independent operator. More and more of these firms are being bought out and integrated into bigger organizations.

In the process, about a dozen large firms are emerging as major operators in Canada today.

The main company investments are in customers' gas containers (either the 100-lb. cylinder or the larger 500-1,000-gal.-and-up bulk storage tanks), delivery trucks, storage facilities and bottling plant.

About 100 bulk operators from coast to coast have a capital investment of around $50 million—including railway tank cars—tied up in the industry.

(Domestic oil refiners, which supply the bulk of the LPG, have more millions invested in the business in special refinery installations.)

Operating about 200 bulk storage and bottling plants, the industry distributes LPG to over 300,000 customers today. Customers range from the metal workshop using $2 of propane a month to the domestic customer who buys a cylinder every second month and to the large commercial and industrial establishments whose propane bill can run into several thousand dollars a month.

Last year almost 3.5 million bbl. (120 million imperial gal.) were used in Canada.

The rapid expansion in domestic refinery capacity—particularly in Eastern Canada—has gradually reduced LPG imports from the U. S. These imports accounted for 43% of total consumption in 1955. Last year they only supplied 14% of a much larger market.

How does an investment in LPG pay off?

Here's the three-year market range of the common stocks of the three largest LPG firms in Canada:

	1959			1958		1957	
	High	Low	Recent	High	Low	High	Low
Canadian Hydrocarbons	8¾	7½	8	9¼	6	15	7⅛
Great Northern Gas	6½	5⅜	6½	7¾	5⅝	10⅝	5¾
Superior Propane	15	11⅝	15	12¼	4	9	4

Boom with a Clean Blue Flame

Watch bottled gas, a big new competitor in our bustling energy market . . .

By W. L. DACK

Stand by for a big new competitor in Canada's bustling energy market:

Liquefied petroleum gas, known in the trade as LPG, known to chemists as propane and butane gases, known to consumers as "bottled" gas.

Canadians everywhere know the neat cylinders and tanks tucked behind factories, farms and summer cottages. They'll be seeing a lot more of these shiny steel containers before long.

New uses, new supplies and new methods are fast pushing LPG into energy's major league. Last year sales in Canada hit 3.4 million bbl.; they're increasing annually at a 15% rate.

Canadian output of LPG has jumped 80% in the last three years.

Watch for some of the trends to shape up this week in Montreal. Executives and engineers from all branches of the LPG industry have gathered at the Sheraton Mount Royal Hotel for the biggest annual meeting in LPG history.

They're looking at the huge Eastern Canada market potential. Right now, nearly all of this market is supplied by byproduct gases from eastern oil refineries.

But the tremendous supplies of LPG coming into production in Western Canada over the next few years may result in a west-to-east LPG pipeline. Two groups have proposed such pipelines (FP, Nov. 22, 1958).

Why the big market potential, right on the heels of natural gas expansion?

For one thing, applications in industry are growing. Heftier spending power also boosts sales on farms and in sub-suburban housing areas.

Industry men guess that some new uses for LPG, now in the try-out stages, could boom LPG sales to two or three times the present rate.

Right now, about 100 operators sell LPG in Canada through a 2,500-dealer organization. Investment in plant and equipment runs close to $50 million. In addition, the oil refining companies have a heavy capital investment in refinery installations and storage.

The eastern debut of natural gas, far from arresting the LPG growth trend, actually accelerates it. LPG can do everything natural gas can do, and besides it's portable. But higher transportation costs tend to make it a "beyond the gas mains" fuel.

There have been initial sizable cutbacks in demand for LPG from cities and towns like Kingston, Oshawa, and Brockville, which used heavy volumes of LPG in their former manufactured gas systems.

At the same time, the actual LPG growth trend in the perimeter areas has speeded up. With fast urban growth pace, LPG has been moving into the rapidly spreading sub-suburbs.

It has been holding these markets until natural gas can be economically piped into the area. This might be a one- to four-year market. But, in the meantime, the marching cities open still more "beyond the mains" markets,

In some areas where competitive fuel costs are higher—such as many parts of the Maritimes—LPG is a major fuel in its own right and hold its place right in the cities.

LPG is not toxic and burns with a clean, blue flame. Only the purest, cleanest part of natural, or refinery, gases goes into it. It is quickly and easily controlled. It can be used, with minor adjustments, in natural gas appliances.

It's either propane or butane, or a combination of these two. In Canada, propane accounts for the biggest proportion of all LPG used. It's normally a gas at room temperatures, but can be readily liquefied by pressure or refrigeration.

It's this very ease with which it can be converted into a liquid under pressure and automatically converted back to a pure gas when pressure is reduced that has made it a marketable and universally useful product.

LPG comes from oil wells, natural gas wells or oil refinery operations. Virtually all the LPG used in Eastern Canada is a product of oil refineries; in Western Canada most of it is recovered from natural gas fields.

Here are just a few of the potentially big new applications for LPG:

On the farm:

- Fuel for kilns for curing tobacco in the big southwestern Ontario tobacco area. This is a big potential six- to eight-week market in the offpeak season, and there's an estimated 20,000 kilns still not converted (from coal or heating oils).
- Fuel for drying crops, particularly alfalfa. This is already an important application in parts of U. S., just getting under way in Canada.
- For fueling farm tractors. With carburetor adjustments, LPG can power farm tractors, reduce maintenance costs.
- Fuel for irrigation pumps.

In construction:

- Fuel for highway asphalt plants to heat and maintain asphalt in hot liquid state and for drying sand and aggregates. Cleaner than heavy oils and reduces plant maintenance charges.
- Portable LPG heaters have helped to revolutionize winter construction. The heaters help cure concrete, dry plaster, heat metals. **Bell Telephone Co.** has been using it for several years for outdoor work where lead melting is involved.

Other applications:

- Big expanding use seen in fueling lift trucks, particularly used in indoor work. Cleanliness, lack of odor, reduced maintenance costs are major considerations in switch to LPG fuel. Many plants, warehouses, stores are using these LPG powered lift trucks at the present time.
- In recent months the major Canadian railways have converted almost 100% to use of propane for cooking in dining cars, on work trains; for melting ice on tracks in switching yards; for heating water on the trains.
- A new application for LPG is its use as aerosol propellants. Both butane and propane are now being used in the aerosol packaging fields for functions which have been limited until recently to nitrogen, carbon dioxide and Freon.
- There are dozens of other long-established uses in industry. Heat in brick and lumber kilns; used in glass-making, paint drying, baking, heat-treating of metals.
- It's the major fuel for cooking and heating in house-trailers.

But the home market is still the biggest, and LPG distributors feel the greatest growth potential lies there. Actually the market break-down in Canada currently goes something like this: Domestic applications, 40%; commercial (including farm use), 35%; industrial, 25%.

LPG goes to home, farm and industry in 20-gal metal containers, or in 4,200-gal. tank trucks in liquid form. The turn of a tap converts the liquid into a high Btu gas.

As is the case with natural gas, added economies come with large-scale consumption. Distributors are pushing this incentive to get more cooking customers to convert to LPG for house-heating and water-heating.

With all three services the consumption is usually great enough to justify shifting from bottled gas to truck service, which is becoming available in most parts of southern Ontario. In such cases a large permanent type tank is installed on the premises and kept charged by regular tanker deliveries based on customer consumption history.

Capital investment per customer — and most of the major distributors insist on owning and supplying their own carefully-checked equipment — varies from $75 for a house to several thousand dollars for large commercial or industrial users.

Several dozen big industrial plants like those of **General Motors** and **Ford of Canada** have been using huge quantities of LPG for years. They have their own railway installations served by tank cars.

Many of these big users, however, are converting to natural gas as it becomes available. But a few beyond the mains, and a few others which prefer its purity, composition and high degree of "controllability," continue to use LPG.

LPG dollars travel widely in the economy.

Canadian Hydrocarbons — largest firm in the business — operates 60 plants in Western Canada. Distribution to over 60,000 western customers is made through 940 dealers, operating from the Lakehead to B. C.

Superior Propane — largest eastern operator — owns or controls 30 company plants in Ontario and Quebec. Some 47,600 customers are served through 134 distributors (as of November, 1958).

The industry is a hog for capital investment. Although it doesn't cost much to get started, it costs plenty to stay in and prosper.

Adequate storage capacity for LPG is one of the major capital expenditures in the industry today. Because of heavy cost of steel tanks, more and more firms are looking into the possibility of developing underground storage.

Three western companies have combined to develop substantial underground storage in the Hughenden area of Alberta — Canadian Hydrocarbons, **British American Oil** and **Goliad Co.** In this project, the storage is being washed out of underground salt strata. When fully developed, the caverns will provide storage for 1 million bbl. of LPG.

The LPG industry provides a growing market for a wide range of production, storage, transportation equipment and customer appliances. Almost all these products are being made in Canada today. More than 100 Canadian manufacturers supply:

- Steel tanks and cylinders.
- Automatic gas pressure regulators and other control equipment.
- Brass and copper valves, pipe and fittings.
- Specially designed safety devices.
- Gas appliances of all kinds — heaters, furnaces, ranges, dryers, refrigerators, lights, torches, salamanders, commercial kitchen and bakery equipment.
- Special handling and truck equipment.

Problems of safety standards and government regulations now face the industry. Federal and provincial government departments have interests in, or actual regulatory powers over, various segments of the LPG industry. This means considerable overlapping in powers and confusion among the operators themselves.

Canadian LPG operators are now forming committees in each province — through the Canadian section of the Liquefied Petroleum Gas Association — to deal with safety and educational matters. These groups will work closely with the various government regulatory authorities.

LEON SIMARD

He leads Canada's LPG industry, as it moves into boomtime. He's president of the Liquefied Petroleum Gas Association in Eastern Canada, and president of Engineering Products of Canada Ltd., Montreal, LPG equipment maker.

Major Operators In the Business

Here's a list of some of the major LPG operators in Canada:

Canadian Hydrocarbons Ltd., Calgary, operates 60 plants in Western Canada.

Superior Propane Ltd., Toronto, operates 30 plants in Ontario and Quebec.

Great Northern Gas Utilities, Edmonton, through subsidiaries or control operates over a dozen LPG bottling plants in B. C. and Ontario.

Pyrofax Gas Ltd., Toronto, a subsidiary of **Union Carbide Corp.,** operates through 35 franchised gas distributors from plants at Montreal, Ottawa and Milton, Ont.

Quick Flame Propane Ltd., Jacques Cartier, Que., operates four plants in Central Quebec.

Central Pipe Line Co., Aylmer, Ont., operates extensive LPG business in Western Ontario.

Shorgas Ltd., Whitby, Ont., was recently purchased by Consumers' Gas Co., Toronto. Company operates plants at Whitby and Brighton, Ont.

City Gas & Electric Corp., Trois Rivieres, Que., has operated pipelines using LPG in Trois Rivieres, for 20 years, also cylinders and bulk trucks both direct and through dealers in Central Quebec.

Abitibi Propane serves districts in Quebec.

Quick Propane also operates in Quebec.

Dubois Propane operates LPG business in Quebec.

Gagnon Propane operates in Quebec.

Gaspe Gas operates chiefly in Gaspe district, Quebec.

Quebec Propane operates LPG business in Quebec.

M & M Propane operates in certain areas of Quebec.

Kenebec Propane operates in Quebec.

Loyal Gas operates in Quebec.

Pino Propane operates in Quebec.

Georgian Bay Propane operates in the general Georgian Bay area of Ontario.

Edwards of Sudbury operates an LPG business in the Sudbury area, Ont.

Chaudane Gas operates in Ontario.

Reynolds operates in Ontario.

Quintane operates in Ontario.

Reliable Gas operates LPG business in Ontario.

Wigle Propane operates in Ontario.

Monarch operates in Ontario.

St. Lawrence Propane operates LPG business in parts of Ontario.

St. John Propane operates in the Maritimes.

Sumner Propane operates LPG business in the Maritimes.

Stewart Petroleums Ltd. operates in Alberta.

Northern Propane operates an LPG business in Western Canada.

Progas of Canada makes and distributes propane in Alberta.

In addition to list there are an estimated two dozen other companies operating independent bulk storage and cylinder filling plants with railroad supply facilities.

Besides these, an additional three dozen operate local filling operations from bulk truck deliveries.

TYPICAL distribution centre for liquefied petroleum gas. Sausage-tanks are sprouting like mushrooms across the Canadian countryside.

What is LPG?

Liquefied petroleum gas may be either propane or butane—two related types of hydrocarbons. It can also be a combination of the two.

In Canada, propane is most commonly used LPG.

LPG comes from oil and natural gas wells, and from oil refinery operations.

Nearly all Eastern Canadian supply comes from oil refineries.

Non-toxic, LPG burns with clean, blue flame and is easily controlled.

Normally a gas at room temperature, it can be liquefied by pressure — and just as easily returned to gas on release of pressure.

With small adjustments, natural gas appliances can use LPG.

How much available?

Supply of LPG is likely to grow quickly.

It will come from the greater quantities of propane and butane produced by natural gas processing plants in Western Canada.

Rising gas exports from Alberta in the next few years will ensure a growing LPG supply.

This year, expected output in Western Canada will be about double consumption in the West.

Various marketing plans are under study. One proposal is for a "big-inch" pipeline to the Great Lakes to tap both U. S. midwest and Eastern Canada markets.

There are now about 100 companies operating nearly 200 LPG bulk storage and filling plants in the country.

They distribute the gas through 2,500 dealers and agents to 330,000 customers.

Cost to consumer?

Biggest domestic use for LPG is in cooking, particularly on farms, in summer cottages and in suburban homes beyond the natural gas mains.

An average family would consume about 100 gal. of LPG a year for cooking. That works out to around $5 monthly.

Costs for heating, cooking and hot water would vary. But an average southern Ontario family in a small bungalow would run up a bill of $250 to $300 yearly.

That's based on consumption of 1,000 to 1,200 gal. a year of LPG.

Like natural gas, LPG lends itself to economies with large-scale use.

Distributors are using this factor as a salespitch in trying to extend its use in homes from cooking to include house and water heating as well.

Such extension would justify changing from bottled gas to truck delivery service and installation of permanent tanks at the home.

Distributors retain ownership of tanks and pressure-regulating equipment as a safety measure for customers.

The growth picture?

(Figures in barrels of 35 Imp. gal. each)

	Net Sales	Imports	Market Supplied by Domestic Producers
1955	2,876,781*	1,232,724*	1,644,057
1956	3,717,209	1,150,720	2,566,489
1957	3,945,966	1,220,454	2,725,512
1958	3,427,000	473,000	2,954,000

*Source: Dominion Bureau of Statistics.

Significant points of the table:

- An 80% increase in domestic LPG production in three years.
- Imports decreased from 43% of total consumption in 1955 to only 14% of the total in 1958.
- Important factors in lower 1958 sales volume: Substantially reduced volumes taken by two large chemical consumers; reduced demand from several towns and cities switching over to natural gas (from manufactured gas).

In the future?

Will markets keep pace with the expected upswing in supply?

The industry now is riding along on 15% gains yearly.

Research and testing under way in industry now could rocket demand in the future.

LPG interests are watching these areas of potential market growth.

- **Several uses on farms are just beginning to be developed.** Among them: In curing tobacco, drying certain field crops, fueling tractors.
- **Used in drying, curing** and heating materials, LPG could be big factor in boosting our winter construction rate.
- **Plenty of other proven industrial uses** that could be expanded. Examples: In fueling lift trucks, in aerosol packaging techniques.

Far from displacing LPG, arrival of natural gas in Central Canada is widening its acceptance. For LPG can do everything natural gas can do, and it is portable besides.

A Better Definition For 'Made in Canada'

OTTAWA (Staff) — Canada has restored the margin of British preference on wool cloth which was reduced by Mr. Fleming's budget last June.

Negotiations began last summer, finally ended a few weeks ago. They were long and difficult because we had committed ourselves to restore the preference margin. France, with whom our main negotiations were conducted, held out for a while for a high price for a relatively minor concession.

In the end France got a fair price, not a high price. But the public commitment to restore the preference margin lengthened the negotiations by many months. It restricted freedom of manoeuvre of our negotiators.

The upward changes in the MFN rates on wool cloth correspond exactly to the boosts of last June in British Preferential rates against wool cloth from the U.K. (**FP**, June 21).

We boosted the BP rates to give our own textile industry a lift. So the British wouldn't be too angry, we promised to restore the margins of preference by making similar changes in the MFN rates.

Here we ran into difficulties. We were able to raise the BP rates without consulting the British because these rates were not "bound"—i.e., we had made no commitment not to raise them without giving some concession in return.

But during the GATT negotiations of 1947, we did bind these MFN rates on wool cloth to France and Italy. The MFN rates on cloths weighing nine oz. or more per sq. yard were bound to France; those on cloths weighing up to nine oz. per sq. yard were bound to Italy.

So we had to give concessions to the French and Italians in return for releases on the bindings of these MFN rates.

The finance department never reveals specific exchanges of concessions.

But our concessions on wines, apertif wines and perfumes may have been given to France; and our concessions on cloths for scarves, mufflers and neckties, and on manufactures of marble could have been given to Italy.

Tariff item 554B "woven fabrics composed wholly or in part of wool or hair, nop" is now split into three parts (it used to be two).

1. For fabrics weighing 12 oz., or more per square yard (overcoat fabrics), the most favored nation (MFN) tariff now levies a percentage charge of 27½% of value plus a "specific" duty of 33c lb.

The specific duty used to be 30c lb. The effect of the change will be to add about 20c to the cost of an overcoat made from fabric imported from an MFN country such as France or Italy.

2. For fabrics weighing less than 12 oz. per sq. yard but more than nine oz. (suit fabric), the MFN rate is now 27½% plus 38c lb.

The MFN rate on fabrics of this type used to be 27½% plus 30c lb. The change will add 15c to 20c to the price of a suit made from fabric imported from an MFN country.

3. For fabrics weighing nine oz. or less per sq. yard (fine suit fabrics) the MFN rate is now 27½% plus 38c lb., the combined duty not to total more than $1.10 per sq. yard. The MFN rate formerly was 27½% plus 30c, total not more than $1 a sq. yard.

The increase on the last group of fabrics, as with that of the second group, will be to add 15c to 20c to the price of a suit made from cloth imported from an MFN country.

For the right to raise our MFN rates in these ways, we gave these reductions in our MFN rates:

- Woolen fabrics for the manufacture of scarves, mufflers and neckties: reduced to a straight 15% from 27½% plus 30c lb.

For cloths of this type weighing nine oz. per sq. yard or less the maximum duty is now $1.10 lb., up from $1.

- Manufactures of marble: down to 22½% from 25%.
- Alcoholic perfumes: down to 22½% from 25% in bottles up to four oz.; down to 22½% plus $4 gallon from 25% plus $4 gallon in large containers.
- Vermouth, apertif or cordial wines: down to 50% from 80%.
- Wines nop, down to 50c gallon from 55c. There are additional charges on volume and on alcoholic content which are unchanged.

Machinery Now Deemed Canada Made

Here are the size ranges of imported machinery which because of the budget tariff changes, are now deemed to be made in Canada:

- Seed-cleaning machines, capacity up to 100 bu. an hour.
- Fork-lift trucks, lifting capacity 4,000 to 16,000 lb.
- Power shovels, capacity ⅜ cu. yd. to 2½ cu. yd.
- Truck cranes, lifting capacity 10 to 40 tons.
- All types of paper-making machines.
- Electrical generating sets regardless of the number of generators.
- Soft drink machines regardless of capacity.

It is not possible to specify all the types of custom-made machinery which may eventually produced "Made in Canada" arguments.

But the budget action suggests a point of departure—from now on "Made in Canada" appeals will probably be warded off by defining machinery sizes and types under the tariff.

Here's How Canada Traded Tariffs With Italy, France

OTTAWA (Staff) — The long argument about how you decide whether an imported article is "of a class or kind made in Canada" has been settled for the present.

If an article is "of a class or kind made in Canada" it is liable to a higher rate of duty than if it isn't, in order to protect the Canadian manufacturer.

Settlement has come about in two ways:

- The budget lists six kinds of machinery, each in a range of sizes which are deemed to be "Made in Canada" and specifies that the tariff rates now applicable will continue to be applied to the entire range of sizes.

The budget has removed these six kinds of machinery — seed cleaning, paper-making and soft-drink machines, plus fork-lift trucks, power-shovels and truck-cranes — from future "Made in Canada" controversy.

- The Tariff Board has rejected "Made in Canada" appeals involving soft drink and hoisting machines.

The board has said, in effect, that we will have no further argument about these two types of machinery. It didn't give reasons; it said merely that differences between imported and Canadian made machines were not great enough to constitute a different "class or kind."

Neither action affects some 60 other "Made in Canada" appeals now before the Tariff Board.

These involve all the kinds of machinery listed in the budget. However, the question in these cases will be whether the items were "of a class or kind made in Canada" under the law as it stood up to the present.

Some importers may still get refunds on duties levied over the past several years. But it won't be possible to appeal future "Made in Canada" decisions about the machinery listed in the budget.

Question: How do you decide whether an imported article is "of a class or kind made in Canada?"

Do you classify articles by size, performance or appearance? If by none of these methods, how?

In the past, the practice has been to compare an outstanding feature of the imported article against the equivalent feature of the Canadian-made article. If these two features are similar, then the imported article is "Made in Canada" and liable to the higher duty.

But it is possible to argue about sizes.

The Custom's Department used to classify power-shovels of capacity ⅜ cu. yd. to 2½ cu. yds. as made in Canada. Imports of these came in under tariff item 427 at 22½.

Power shovels of other sizes came in under item 427A at 7½%.

But four years ago, the Tariff Board ruled that power shovels of 2½ yard capacity were not "of a class or kind made in Canada" since the nearest Canadian shovel was a two-yard shovel. The 2½ yard shovel got the lower duty rate.

This decision was upheld by the Exchequer and Supreme Courts and it sparked a rash of "Made in Canada" appeals based on size differences (**FP**, Dec. 15).

Orange Crystal Tariff is Cut

Orange juice should soon be a little less expensive in Canada's northland.

An obscure item in last week's federal budget cut the most favored nation tariff from 20% to 7.5% on "dehydrated citrus fruit juices."

Orange crystals, the best known product answering that description, have won a sizable market in lumber camps and other far-northern kitchens.

Because the crystals eliminate 98% of the moisture of the original fruit juice, and take up only one fifth the space of frozen concentrates, they can be shipped more economically over long distances.

Orange and grapefruit crystals are produced at Plant City, Fla., by **Plant Industries Inc.**, using a patented process developed in 1953. Company is controlled by J. William Horsey of Toronto, and other Canadians.

It has not yet been decided to market the crystals intensively in Canadian cities closer to the U.S. border, where any competitive advantage over concentrates would be less marked.

British preferential tariff has been cut from 15% to 2.5%. General tariff remains 25%.

Campbell Soup Co. Earmarks Grants For Five Colleges

Five Canadian universities will receive unrestricted grants under **Campbell Soup Co.'s** aid-to-education program this year.

Total outlay in university grants and other aids in both Canada and U. S. will be $424,000 for 1959.

Earmarked for unrestricted grants:

Carleton University, Dalhousie, McGill, Ontario Agricultural College and Queen's University.

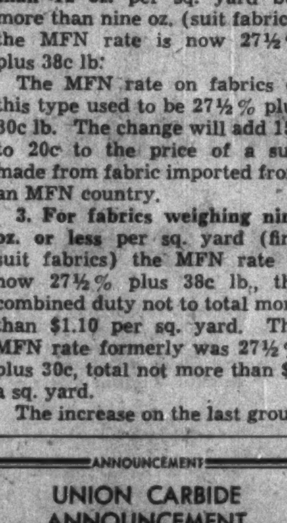
Unrestricted grants represent the largest part of the program.

Other funds provide fellowships for graduate study, scholarships in food distribution, matching employee gifts to universities by company and financial aid to employees who want to further their education.

The U. S. company has paid out $2.5 million since 1950 in this continuing program.

ANNOUNCEMENT

UNION CARBIDE ANNOUNCEMENT



JOHN S. DEWAR

Vice-President, Operations and Director

At a Meeting of Shareholders held April 14, 1959, John S. Dewar was elected a Director of Union Carbide Canada Limited, according to an announcement by A. A. Cumming, President.

Mr. Dewar is Vice-President, Operations of the Company.

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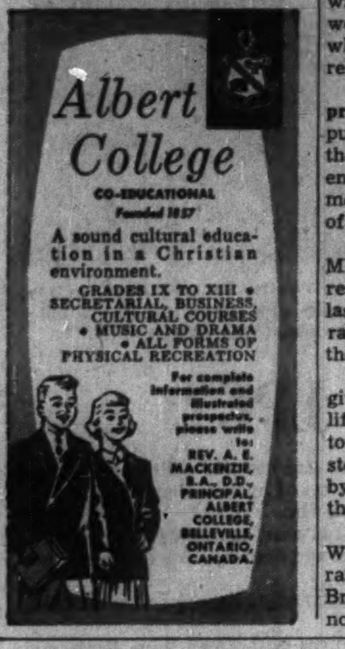

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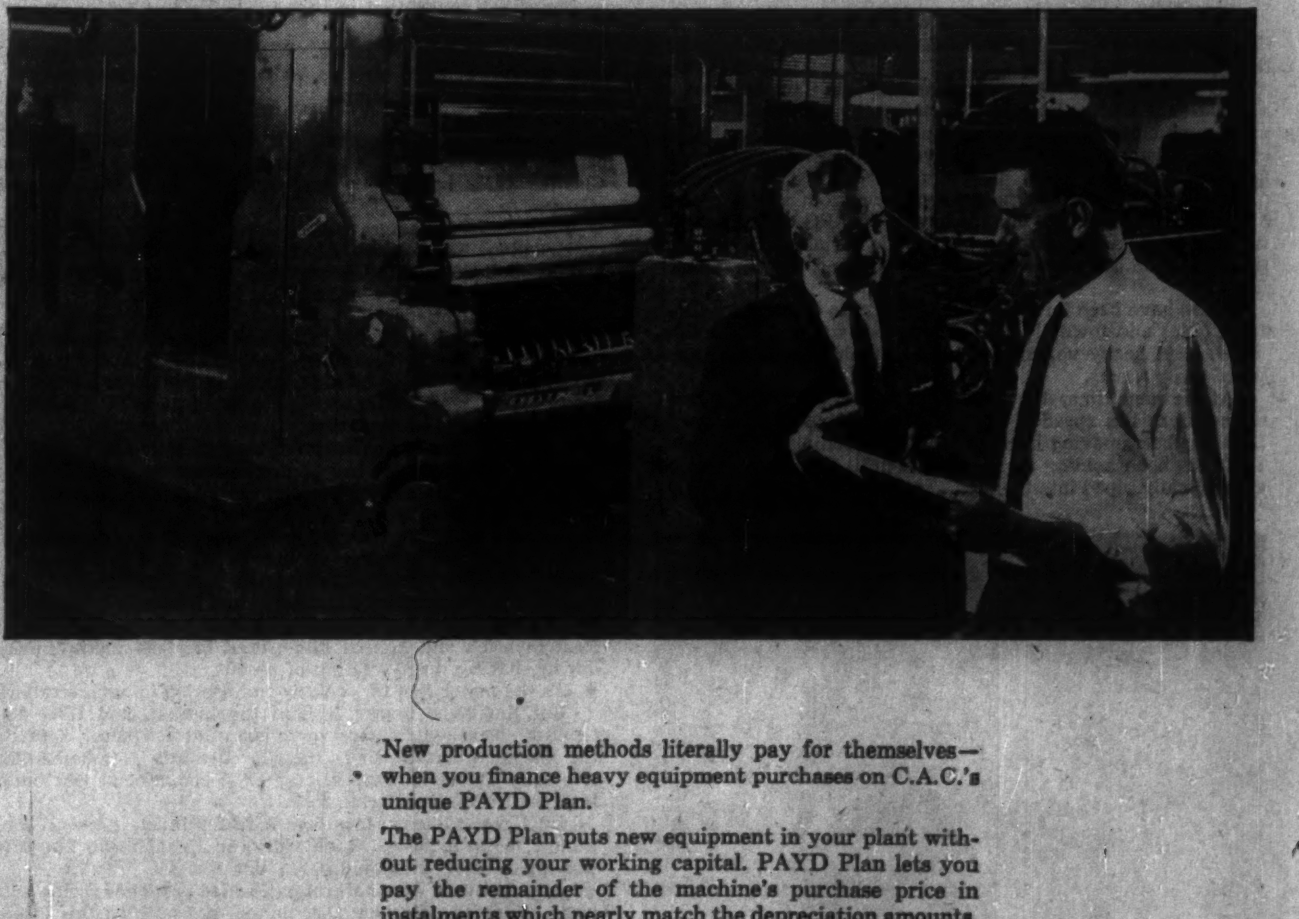

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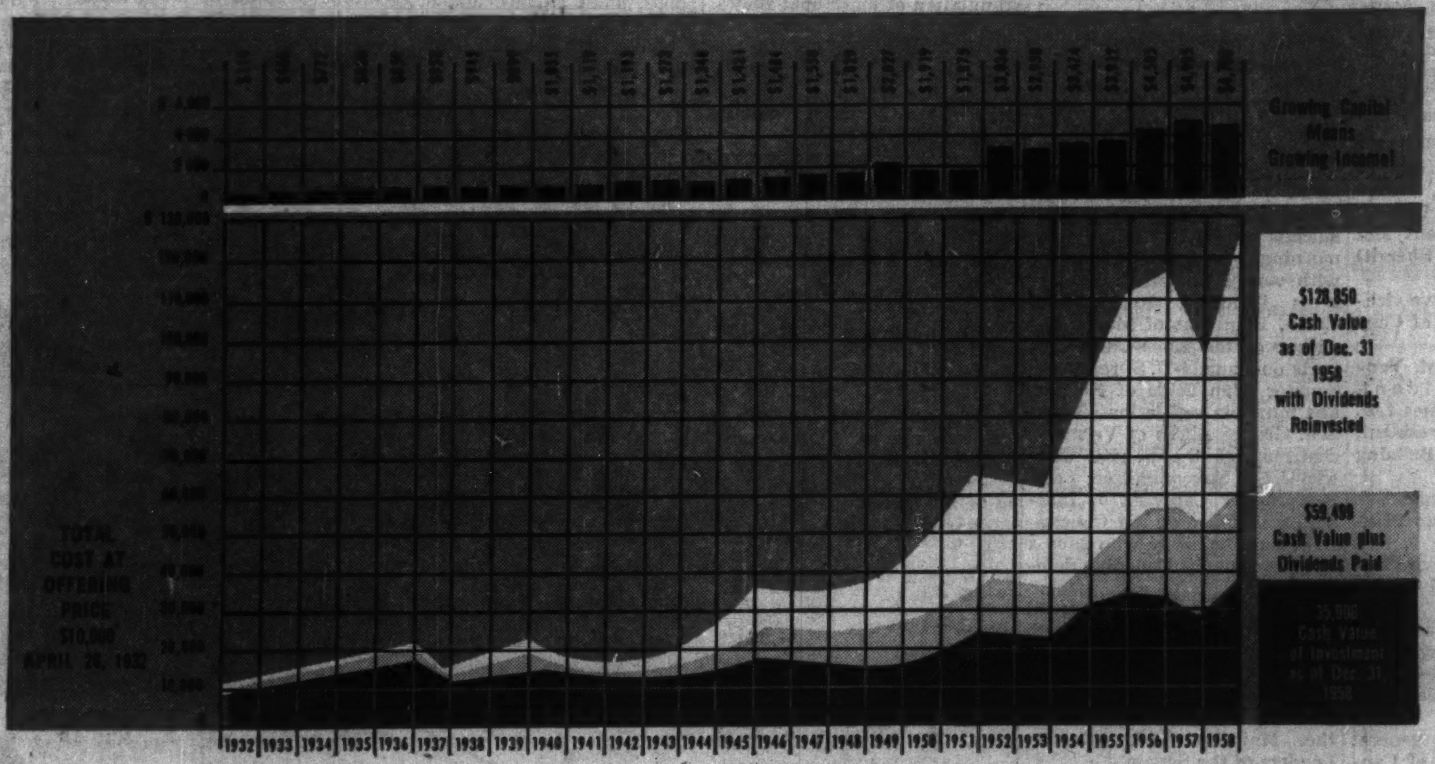

The history of $10,000 invested in Commonwealth International from April 1932 to December 1958 is portrayed in this graph. The one hundred consecutive quarterly cash dividends which the fund has paid during this period, have been reinvested at net asset value.

CAPITAL GROWTH

During 1958 the net asset value per share of the fund increased by 25.5%.

	Dec. 31, 1958	Dec. 31, 1957
Total Net Assets	$20,067,143	$10,602,516
Investments @ Market	18,364,149	9,803,008
Investments @ Cost	13,389,734	8,155,474
Unrealized Appreciation	4,974,415	1,647,534

The following shows the result of an investment of $10,000 made January 1948 with dividends reinvested at net asset value:—

Original Investment, Jan. 1948	$10,000
Net Asset Value at 31st Dec. 1958	33,715

$9,230 of dividends were reinvested.

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- Those who reside in the Province of Quebec are also entitled to a tax credit equal to 3% of the net dividends received by them in the calculation of their Provincial income taxes.
- Shareholders may claim a 10% depletion allowance in the calculation of their income taxes for the year 1958.

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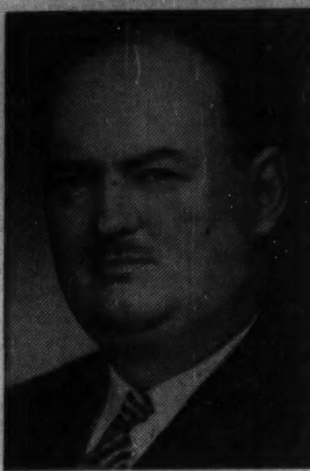

ANNOUNCEMENT

PACKAGING PROGRESS APPOINTMENT

CHARLES R. CORNELL

John Wallace, Vice-President and General Manager, Wallace Publishing Co. Ltd., has recently announced the appointment of Charles R. Cornell as Manager and Editor of Packaging Progress magazine. Well known in international packaging circles as first General Manager of the Packaging Association of Canada, Mr. Cornell founded the Canadian Package Design Council and the Canadian Point-of-Purchase Advertising Institute.

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ROAD SCHOOL

A two-day school for road superintendents will be held at Hart House Theatre, University of Toronto, May 11-12. School is a co-operative effort initiated by Ontario Good Roads Association with the assistance of the Ontario Department of Highways and the Department of University Extension, University of Toronto.

ANNOUNCEMENT

STANLEY STILWELL

has been elected a Director of Mallory Battery Company of Canada Limited. Mr. Stilwell is President and a Director of Johnson Matthey & Mallory Limited, Toronto.

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How Our Mining Men Soft Sold Washington

From Our Own Correspondent

WASHINGTON, D.C. — Canada's mineral industry came to Washington last week.

Mining's top brass knocked on Congressional doors, conferred with Administration officials, gave a couple of cocktail parties and a lunch, had another lunch given for them and shook hands all around.

It was a soft sell approach to impress upon Washington the deep interest Canadian mines have in the U.S. market.

Of necessity, it was a gladhanding visit to the U.S. capital, but left behind a reservoir of goodwill and awareness of the Canadian mineral industry's situation and dependance on the U.S. market.

This was the first major effort by representatives of a Canadian industry to come to see for themselves the city where so many of their economic headaches originate.

Some members of the 14-man delegation went home somewhat disappointed that Congressmen and Administration officials were so reluctant to get down to cases and preferred to dwell in woolly generalities.

Over-all, however, it was felt the Washington trip was well worthwhile and highly successful.

The Canadian mining men were told that they would continue to have serious economic problems with Washington for a long time to come and that they need to maintain a close watch on policies, both proposed and enacted.

On their arrival in Washington, the mining men conferred with Canadian Ambassador Arnold Heeney.

Next day they met with Henry Kearns, Assistant Secretary of Commerce for International Affairs.

A luncheon for Ambassador Heeney followed, and then the minerals industry representatives conferred with Royce Hardy, Assistant Secretary of the Interior for Mineral Resources.

A cocktail party came after this, attended by leading Congressmen, and officials of the Executive Branch of Government.

The third day saw the mining officials on Capitol Hill in the morning where they conferred with various members of Congress including Rep. Frank Coffin, Democrat of Maine, coauthor of the Hays-Coffin Reports on Canada-U.S. relations; Senator Alan Bible of Nevada, key minerals legislation official; Sen. George Aiken of Vermont, chairman of the Senate Canada-U.S. Subcommittee; and Sen. Homer Capehart of Indiana, a member of the Canada-U.S. Subcommittee who gave a luncheon for the Canadian delegation.

The luncheon was attended by the principal leaders of both Houses of Congress, the Foreign Relations Committees of the Senate and House as well as the Speaker of the House and the Majority and Minority Leaders of the Senate.

After lunch, the Canadian mining officials wound up their Washington tour with conferences at the State Department with Thomas Mann, Assistant Secretary of State for Economic Affairs.

They Went To Washington

From Our Own Correspondent

WASHINGTON, D.C. — The Canadian mining group was led on its Washington rounds by J. R. Bradfield, president of the Canadian Metal Mining Association and president of **Noranda Mines Ltd.**, and by V. C. Wansbrough, vice-president and managing director of the Canadian Mining Association.

Others in the delegation were:

J. D. Barrington, president and managing director, **McIntyre Porcupine Mines, Ltd.**

E. L. Brown, president and managing director, **Sherritt Gordon Mines Ltd.**

W. H. Durrell, executive vice-president, **Iron Ore Co. of Canada.**

H. J. Fraser, president, **Ventures Ltd.**, and president, **Falconbridge Nickel Mines Ltd.**

W. M. Gilchrist, president, **Eldorado Mining and Refining Ltd.**

E. B. Gillanders, executive vice-president, **Rio Tinto Mining Co. of Canada.**

J. R. Gordon, executive vice-president, **International Nickel Co. of Canada.**

K. V. Lindell, president, **Quebec Asbestos Mining Association** and vice-president and general manager, **Canadian Johns-Manville Co.**

J. A. H. Paterson, general manager, **Mining Corp. of Canada.**

J. B. Redpath, executive vice-president, **Dome Mines, Ltd.**

W. S. Row, president, **Kerr-Addison Gold Mines, Ltd.**

R. H. Winters, president, **Rio Tinto Mining Co. of Canada.**

Chemical Meeting to Feature Panel on College Failures

Scientific research and education will be important at the 42nd annual conference of the Chemical Institute of Canada to be held in Halifax from May 25-27.

A panel discussion in the field of chemical education will bring together noted educators to discuss "Failure Rate and Drop-Out Problem in First Year University."

Panel members will include:

F. A. Marco (moderator), Essex College, Assumption University, Windsor, Ont.

R. P. Graham, McMaster University, Hamilton, Ont.

F. J. Toole, University of New Brunswick, Fredericton, N.B.

G. W. MacKenzie, Department of Education, Province of Nova Scotia, Halifax.

Wm. Gnyp, Essex College.

To be honored at the conference is R. H. Manske, director of research, Research Laboratories, **Dominion Rubber Co.**, Guelph, Ont. He will be presented with the C.I.C. Medal, the highest honor the institute can bestow. Dr. Manske is widely known for his research work on alkaloids.

Some 115 papers will be presented at the conference in the broad fields of analytical chemistry, biochemistry, chemical education, chemical engineering, inorganic chemistry, organic chemistry and physical chemistry.

Contracts Awarded For Ontario Sewer

Ontario Water Resources Commission has awarded contracts totaling $679,028 to **Midwestern Construction Co.**, Toronto, for construction of trunk sewers in an integrated sewage system for North Bay and the adjoining townships of West Ferris and Widdifield.

A. E. Hawkin and Co., Willowdale, Ont., was awarded contract to build sanitary sewers for Listowel at $211,637.

East End Excavators Ltd. will build a sanitary trunk sewer for Georgetown for $155,602.

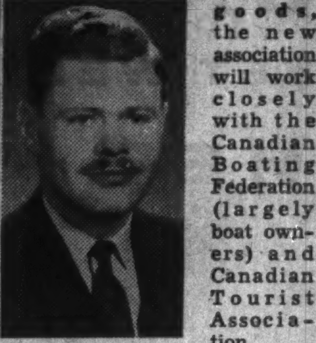
A. R. Ferguson of Gravenhurst will lay watermains for Bracebridge and the adjoining townships of Muskoka and Macaulay for $13,899.

Plans and specifications for a sewage treatment plant at North Bay are nearing completion and tenders will be called shortly. Estimated cost will be $1.5 million.

Pleasure Boat Industry Forms Group

Reflecting the growth of pleasure boating in Canada (now worth about $34 million annually) is the recent formation of Marine Association of Canada.

Supported by leading manufacturers and distributors of marine goods, the new association will work closely with the Canadian Boating Federation (largely boat owners) and Canadian Tourist Association.



KELLY

For owners of the 825,000 pleasure craft in Canada, the association will try to provide better maps and more up-to-date information on water facilities.

The association also hopes to increase boat sales through the stimulation of more boat shows.

Manager of the new organization is Robert W. Kelly, for the last two years, organizing secretary of CTA and formerly with the Canadian National Sportsmen's Show.

Planned Winnipeg Subway Hinges on Metro Progress

From Our Own Correspondent

WINNIPEG — A subway system for Greater Winnipeg, construction to start within five years, is recommended by Toronto tariffic consultant Norman D. Wilson as the only feasible and practical way to save the city's transit system and solve its growing traffic confusion.

The Greater Winnipeg Transit Commission has accepted the recommendations in principle.

His report proposes a system of subway lines linked to form three cross town routes of two-way traffic with 23.15 miles trackage, terminal points within a four-mile radius of Portage Ave. and Main St. connecting with surface bus routes.

Estimated cost is $449 million.

For subway construction alone, based on experience of Toronto, the estimated cost is $11.5 million per mile, a total of $265 million.

Contribution could be expected from the province at least on the same scale as that for metropolitan highways and further help from Ottawa if the undertaking were a winter work project.

Another $184 million is estimated for equipment, cars, shops, track signals, and other requisites.

Operating cost, Mr. Wilson says, would be less than half that for bus travel.

Traveling time would be drastically reduced. Fares need be no higher than those for surface travel.

The first of the three main routes suggested starts in suburban St. James, east along Portage Ave. to its junction with Main St., then north to Redwood bridge, and westerly along a selected street to McPhillips St.—a distance of seven miles.

Construction should start on this route first, for completion at least to Redwood bridge by 1969.

The other two routes start from suburban municipalities south of the city and cross the thickly populated parts of Winnipeg, one 8.4 miles long, the other 7.75 miles.

Mr. Wilson found that a rapid transit subway system is feasible as an engineering project and desirable as the solution of the city's traffic problems.

The Commission, accepting the recommendations, says "it is apparent that the tube and other specialized structures will have to be provided from public funds with capital costs of rolling stock and operating costs charged to the users. Because the project is metropolitan in scope it could be more readily undertaken with support of a metropolitan government."

The project, in opinion of the Commission, hinges on formation of a Metro government a recommendation for which was made in a report of a Commission (FP, March 28) which had been studying it for three years.

Before the Greater Winnipeg Transit Commission can act approval of 12 other member municipalities will be required.

The Wilson report discards a previous one in 1957 by G. Wilbur Smith, engaged by the city to study its traffic problems.

The Smith report suggested construction of a series of surface expressways in and around Winnipeg. The cost of this, Mr. Wilson said, would be almost identical per foot or per mile with cost of a subway and their lengths would be about the same.

SALE BY TENDER
OF
STEEL FABRICATING PLANT

In the matter of the estate of
E. B. MAGEE LTD., Port Colborne, Ont.

Sealed Tenders marked "Tender Fabricating Plant", containing a certified cheque for 10% of the offer will be received at the office of the undersigned until twelve o'clock noon on Wednesday, April 22nd, for the purchase of the following assets, in bulk or in separate lots, as follows:

Lot #1—BUILDINGS, on the St. Lawrence Seaway, with two private railway sidings:
- Main building, steel frame construction, approximately 40,000 sq. ft. on one floor. Height 27' 6" below trusses, 22 ft. below overhead cranes.
- Detached shop, steel frame construction. Approx. 2,500 sq. ft. of floor space. Height 17' 6" below trusses.
- Office building. Approx. 2,000 square feet floor space, plus full basement.

Valued at $675,000.00

Lot #2—DRYDOCK, valued at $230,000.00

Lot #3—MACHINERY and EQUIPMENT including one ten-ton and one five-ton overhead electric travelling cranes, thirty-ton mobile crane trucks, presses, shears, plate rolls, brakes, iron workers, welders, air compressors, lathes and other steel fabricating and machine shop equipment.
Valued at $409,376.30

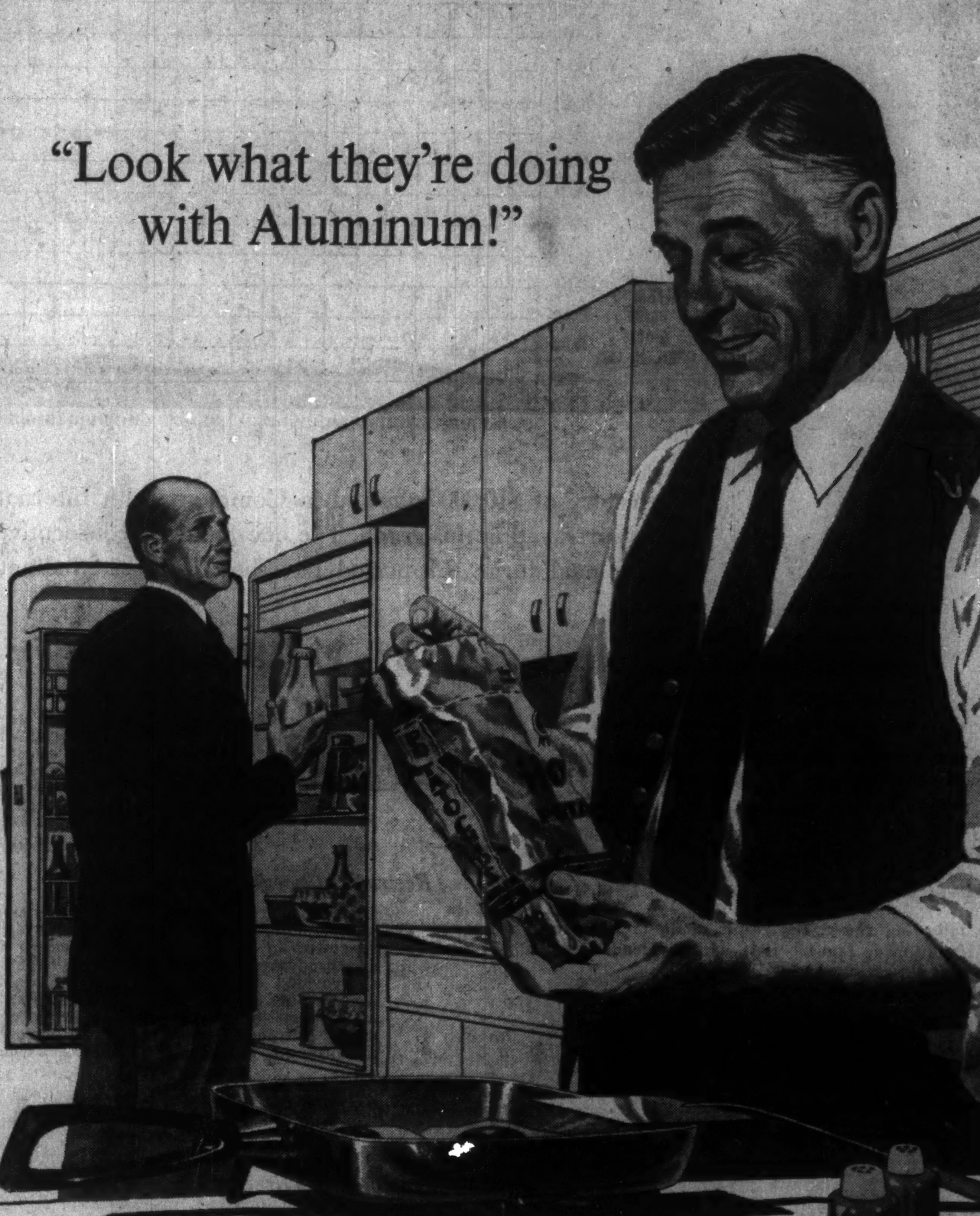
Lot #4—OFFICE FURNITURE and EQUIPMENT.
Valued at .... $ 15,646.35

The premises will be open for inspection daily from 9.00 a.m. to 5:00 p.m. till date of closing. Equipment inventories and other information available from Mr. Stevenson at the plant office, TEmple 5-8731.

The successful purchaser will pay the balance of the tender money due within ten days after acceptance of the offer.

The highest or any tender need not necessarily be accepted.

J. L. Auld,
CANADA TRUST COMPANY,
39 King St., St. Catharines, Ont.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Foil packaging that seals in freshness and flavour... electrical appliances that are light, strong and convenient. Aluminum is everywhere. And no wonder. No other metal offers such a remarkable combination of qualities. And its uses continue to increase all the time with the development of new alloys, improved fabricating and welding techniques—and a growing consumer demand.

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ALCAN are the people to see about everything concerning aluminum. They are leaders in its development and set its standards of quality. ALCAN has over fifty years experience in aluminum and is the major source in Canada for aluminum sheet, wire, rod, bar, tubing, foil, extrusions, castings and ingot.

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ALCAN

DON'T PLAY EXPERT

How to Buy A Diamond

Buying a diamond?

Chances are you fall into one of two broad categories.

- **You're out for a bargain,** measuring price against weight.
- **Sentiment reigns,** and you look for a jeweler whose reputation is high.

In either case, you will find a jeweler ready to do business with you.

But whether both approaches are equally commendable is a question that can raise the ire of jewelry trade spokesmen.

A jeweler that stresses beauty of a diamond first, and price a poor last, looks with dismay at his competitor who advertises his "perfect cut" and "flawless stones"—at a "new low price."

"The logical end result of stressing price is that diamonds would be sold in supermarkets," one distributor complains.

From the consumer's point of view, what's the argument all about?

Trade experts point out:

Consumers who try to be experts usually lose sight of a diamond's reason for acceptance—as an item of beauty, wound up in sentiment. The result: Usually disappointment later if a "flaw" is discovered.

"Very few diamonds qualify as jem quality," points out one dealer. "But does it really matter that there is an inclusion which doesn't detract from its beauty?"

Another false idea which fact-conscious buyers accept is that the larger the stone the more valuable it is.

Quality is not governed exclusively by size, diamond sellers point out.

These are the three points on which a diamond's quality rests:

- **Proportion** or angles of the stone and its cut. It must be cut properly to bring out brilliance.
- **The number and size** of flaws, and where they are located on the stone.
- **Color.** Perfect diamond shows no color no matter where it is examined.

Unlike many other consumer products, diamonds have not soared in price since the last war.

Prices dropped back after the 25% wartime luxury tax was removed in 1946.

Since then, price levels on average have crept ahead from 5% to 10%, one jeweler estimates.

"By the nature of the product, a consumer knows relatively little about its fine points," says a gemologist. "That's why he should go to a reputable dealer rather than to one making wild claims."

A consumer shouldn't shop by weight, urges another.

"Two stones of fine color and the same size may not carry the same price tags. If one has a small imperfection, able to be seen only under a 10-power glass, it may be priced 20% lower.

"But this is grading by the trade. The value to a consumer is based on other measurements which certainly can override importance of an imperfection that can't be seen without a glass."

ANNOUNCEMENT

IMPERIAL LIFE

J. A. C. MacINTOSH, C.L.U.

The John A. Tory Medal, awarded each year by the Life Underwriters Association of Canada to the life underwriter judged to have been the most outstanding student in the Chartered Life Underwriter examinations, has been presented to J. A. C. MacIntosh, Agency Assistant in the branch office of The Imperial Life Assurance Company of Canada in Vancouver. Mr. MacIntosh has been associated with The Imperial Life since 1951 following graduation from the University of British Columbia.

Company Reports

Merchandising

GEORGE WESTON LTD., Toronto, consolidated net profit of $6,790,558 for 1958 was 24.7% higher than 1957's $5,443,579.

Sales and earnings were a record.

Accounts of **Loblaw Cos.,** including its share of **Loblaw Inc.** and **National Tea** profits, are not consolidated except to the extent of dividends received.

Net profits to date in 1959 exceed all previous years and 1959 should again establish new high records, President George C. Metcalf states.

Including its interest in earnings of non-consolidated companies, earnings amounted to $3.43 per share, he said.

CONSOLIDATED INCOME ACCOUNT

Years Ended Dec. 31:	1958 $	1957 $
Net earnings	17,167,290	13,285,670
Less: Deprec.	4,081,917	3,404,526
Interest	1,086,288	862,676
Inc. taxes	4,845,173	3,317,961
Minority int.	363,354	257,028
Net profit	6,790,558	5,443,579
Less dividends:		
4½% Pref.	519,848	520,074
6% Pref.	480,000	94,400
Class A & B	1,577,693	1,234,612
Surplus for year	4,213,017	3,594,493
Times Interest Earned:		
Before deprec.	15.80	16.03
After deprec.	12.05	11.45
Earnings per Share and Dividend Record:		
Preferred	$34.73	$27.84
Paid (4½%)	4.50	4.50
Paid (6%)	6.00	†1.18
Class A & B	2.11	1.76
Paid	0.57½	0.45
†Initial.		
Shares o/s as at Dec. 31:		
4½% Pref., $100 par	115,515	115,515
6% Pref., $100 par	80,000	80,000
Class A, n.p.v.	1,372,692	1,371,792
Class B, n.p.v.	1,371,792	1,371,792

CONDENSED CONS. BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$7,469,956	$7,355,719
Accts. rec., less res.	14,937,602	12,977,027
Inventories	26,457,390	21,662,479
Total curr. assets	48,864,948	41,995,225
Life ins., c.s.v.	261,953	230,865
Prep. & def. exp.	1,658,296	1,806,013
Invest. in subsid.†	7,316,460	13,669,289
Other invests.	2,092,653	1,622,559
S.f. invests.	486,500	151,500
Fixed assets*	41,128,621	34,083,537
Total assets	101,809,431	93,558,988
Accts., etc., pay.	15,934,516	14,616,105
Instal. on fund. debt	678,000	616,100
Taxes pay.	3,598,063	2,695,573
Total curr. liab.	20,210,579	17,927,778
Funded debt	20,626,709	16,456,658
Note pay.	......	294,000
Minority int.	3,485,115	1,684,276
Pref. shs. s.f. res.	486,500	151,500
Capital stock	24,841,338	24,821,088
Capital surplus	1,335,201	4,699,072
Earned surplus	30,823,989	27,524,616
*After deprec. of	30,631,532	19,070,675
†Market value	34,824,235	unstated
Working capital	28,654,369	24,067,447

Oil

CALVAN CONSOLIDATED OIL & GAS had a net profit of $290,046 in 1958, ahead 92% from $150,771 in 1957.

Oil output in 1958 declined 25% to 548,000 bbl. before royalty payments equal to 67,000 bbl. The drop, despite an increase of productive capacity by 11%, reflects the sharp drop in demand for western crude. The outlook for 1959 is for some improvement, President T. Nitescu states.

Importance of gas will also pick up as sales from the unitized Provost field increase. Company has 12% interest in the field.

Exploration program included seismic surveys on properties in northeastern B. C. and south central Sask. Interests were held in total of 41 wells completed during the year. The work resulted in 30 oil wells, 3 gas wells, and 8 dry holes.

Years Ended Dec. 31:	1958	1957
Sale of oil prod.	$1,335,469	$1,744,020
Add: Other inc.	250,066	211,507
Gross income	1,585,535	1,955,527
Less:		
Well oper. exp.	274,168	315,121
Develop. exp.	49,806	149,968
Gen. & admin. exp.	380,286	393,092
Misc. exp.	4,355	10,828
Net earnings	876,920	1,086,520
Less: Deprec.	118,129	107,656
Deplet.	184,098	251,996
Amort.	148,618	184,654
Lease & rts. aband	101,937	159,216
Income taxes	......	116,000
Loss sale f.a. & inv.	34,092	116,227
Net profit & surp.	290,046	150,771
Earnings per Share and Dividend Record:		
Common	$0.060	$0.031
None paid.		
Shs. o/s at Dec. 31:		
Common, $1 par	4,812,377	4,812,377

CONDENSED CONS. BALANCE SHEET

As at Dec. 31:	1958	1957
Cash & notes	$3,957,492	$4,030,663
Accts. rec.	169,393	154,100
Mkt. sec.▲	601,427	597,788
Prepaid exps.	2,382	3,517
Total curr. assets	4,730,694	4,786,068
Misc. assets	63,073	71,996
Inv. in other cos.	341,655	345,773
Fixed assets*	9,813,665	9,387,846
Total assets	14,949,087	14,591,683
Total curr. liab.	834,527	669,169
Capital stock	4,812,377	4,812,377
Capital surplus	7,675,242	7,675,242
Earned surplus	1,626,941	1,434,895
*After depr., depl. & amort. of	3,255,840	2,971,540
▲Market value	601,400	597,950
Working capital	3,896,167	4,116,899

Financial

SHERBROOKE TRUST CO., Sherbrooke, Que., net profit of $39,933 for 1958 was 4.7% lower than 1957's $41,905.

Profit was reduced by increased operating expenses, depreciation and income tax, President Chenier Picard reports.

Deposits and debentures totaled $3,915,746 at Dec. 31, 1958 ($3,448,706 a year earlier).

General reserve was unchanged at $400,000, and earned surplus was $102,177 ($86,243).

As at Dec. 31:	1958 $	1957 $
Liabs. to public, etc.	4,696,936	4,096,492
Shareholders' equity	918,335	889,056
Secured by:		
Mortgages	2,416,863	2,340,703
Office premises	304,158	228,438
Liquid assets	2,894,250	2,389,408
Total	5,615,271	4,958,548
Includes bonds.		
Estates account	14,969,316	14,417,698
Net profit	39,933	41,905
Earnings per Share	$13.31	$13.97
Paid	6.00+2.00	6.00+2.00

Before A Sod Was Turned....

MODERN OFFICES AND PLANT OF WESTERN COPPER MILLS LTD.

The first mill of its kind in Western Canada, the $8,500,000 plant of Western Copper Mills Ltd., is housed in a 204,000 square foot, steel frame, asbestos-sheeted, mill-type building. The mill is designed to produce to customer specifications, copper and brass pipe and tubing, bars and rods in any copper base alloy. The company's plant is located on 10 acres on Annacis Industrial Estate — a concentration of industries rapidly developing British Columbia's industrial potential.

Capacity of the plant is estimated at 36,000,000 pounds of copper and copper alloy annually and, when the mill is in full operation, it will employ 350 workers on a full three-shift operation. All scrap produced in the manufacturing process will be remelted on the premises.

- This action is typical. When a new industrial plant is being planned for Canada, invariably a copy of Fraser's is one of the first purchases by those responsible for erection, machinery and supplies. In many instances, FRASER'S is on hand even before public announcement of the project.
- Such newcomers to Canada need a complete purchasing reference in the early stages of development. They, like long-established Canadian companies, find FRASER'S indispensable for specifying and locating the thousands of products required by an industrial plant.

This is another reason why FRASER'S is first choice by industrial purchasers — first choice by industrial advertisers.

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Even before construction began on their plant at New Westminster, B.C., the company subscribed to FRASER'S CANADIAN TRADE DIRECTORY.

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Public Utilities

INTER-CITY GAS LTD., Winnipg, Man., sustained a net loss of $86,008 for 1958, compared with a net loss of $14,634 in 1957.

Sales totaled 323 million cu. ft. of gas, of which residential consumers took 47%, commercial customers 28.5%, and special contracts 24.5%.

Average revenue was 87.1c per mcf for residential service and 73.8c for commercial service.

Number of customers increased from 597 to 1,875.

Of the 4,390 potential customers facing on the company's mains 49.2% had signed applications for service by 1958 year-end. "This level of saturation after 14 months of operations is considered to be above average," President G. P. Osler says.

Inter-City built a 23-mile transmission pipeline to Camp Shilo from the **Trans-Canada Pipe Line,** installed 100,000 ft. of distribution mains, and converted 650 buildings to natural gas. By year-end, company had spent $252,815 on the transmission line and main regulating stations.

Other capital expenditures totaling $231,818 included additions to systems in each of communities served.

Company estimates a 35% increase by end of 1959 in the number of customers served and, provided unseasonably mild weather is not encountered, a combined 80% increase in residential and commercial gas sales, Mr. Osler says.

With attainment of these sales, 1959 revenue should be more than 2.5 times 1958, the president says.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Natural gas sales	$243,802	*$23,406
Oper. inc.	3,887	♦10,552
Add: Prof. sale inv.	......	3,020
Net earnings	3,887	♦7,532
Less: Interest	50,954	5,765
Amort. exp.	1,337	1,337
Deprec.	37,604	......
Net loss	86,008	14,634

♦Loss.

*Commencing Oct., 1957.

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$150	$150
Accts., etc., rec.	234,131	131,114
Total curr. assets	234,281	131,264
Prep. exp.	6,028	......
Def. chgs.	49,248	48,983
Mtge. rec.	5,149	1,910
Fixed assets*	2,004,369	1,573,678
Total assets	2,349,075	1,775,833
Due bank	816,834	262,618
Accts., etc., pay.	302,369	246,248
Total curr. liab.	1,119,203	508,866
Funded debt	600,000	600,000
Customer's dep.	30,785	11,095
Constr. contr.	3,154	......
Capital stock	670,505	670,505
Deficit	74,572	14,634
*After deprec.	37,604	......
Working capital♦	834,922	357,600

♦Excess of curr. liabs. over curr. assets.

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Tour the many laboratories on the second floor ... microbiology ... incubation ... wood chemistry and preservation; see the saw mill and dry kilns on the basement floor, or the many administrative sections in the two-storey front block. Everywhere you'll find exact temperature control ... comfortable, refreshing atmosphere ... thanks to efficient, economical Canadian Sirocco air-conditioning and ventilating equipment.

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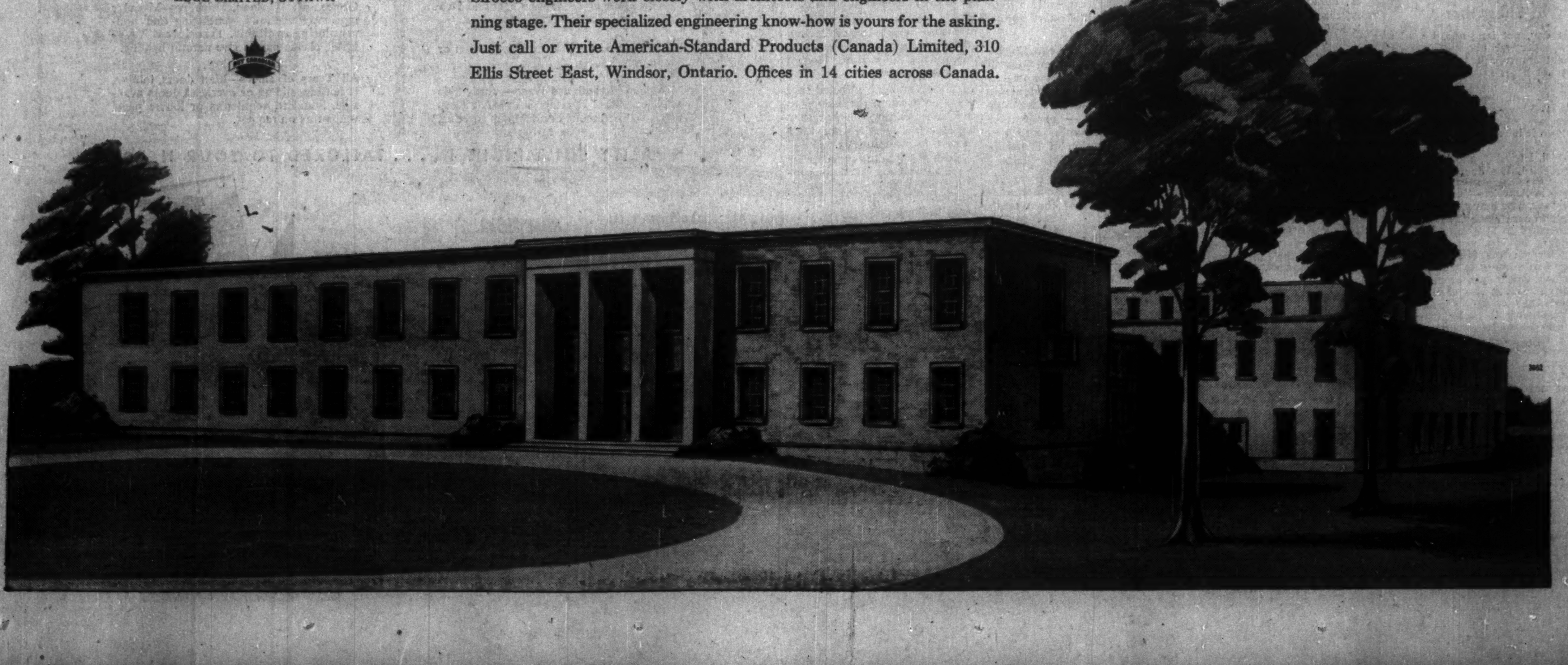


CANADIAN approach to business management is studied at University of Western Ontario's School of Business Administration by students from many parts of the world. Left to right: John Courtney, Manitoba; Len Pakulak, Manitoba; John Thwaytes, England; J. Kin Maung Kyawe, Burma; Robin Eccles, South Africa; Alvaro Larravide, Uruguay; Onkar Nath Khanna, India; John Seidler, England; Kyoichi Suzuki, Japan; Gerard Garnier, France; Dennis A. Lunney, Manitoba.

Teach Tomorrow's Executives From All Parts of the World

How University of Western Ontario's business school trains budding businessmen in Canadian methods and gains an international reputation . . .

By ROBIN ECCLES
and DENNIS A. LUNNEY

A modest, gothic building in the heart of the Western Ontario countryside is drawing students from every corner of the world to study Canadian approaches to business management.

The building houses the University of Western Ontario's School of Business Administration which has developed an international reputation over a period of less than 10 years.

The largest single program at the School — its two-year course leading to a master's degree — this year enrolled some 165 students from nine Canadian provinces and 12 other countries including the U.S., U.K., France, India, Burma, Japan, Ceylon, Uruguay, South Africa and Indonesia.

The case discussion method, whereby students study and discuss actual business problems in an informal, seminar-type class setting, originated at Harvard and has been used at Western for many years. A substantial number of the cases used today are Canadian — gathered in recent years by members of Western's faculty.

The faculty itself is gaining world-wide recognition.

Research studies and textbooks by faculty members are widely used in the U.S. and Canada, and many have spurned opportunities to teach at leading universities in order to help develop business education at home.

These and other factors have given the School a cosmopolitan atmosphere with a magnetic attraction for prospective students from overseas.

What attracts business students from other countries to Western? Perhaps this is best summed up in the words of the students themselves.

Onkar Nath Khanna, a master of commerce student from Delhi University, who has a diploma in industrial administration from Manchester, England, told **FP:**

"I was influenced by the fact that Canada is one of our sister countries within the British Commonwealth.

"The lead that the Western Business School has taken in the Commonwealth by following the case study and discussion method is a step which gives the School a unique place in business education.

"Although there are good business institutions in the U.K., nonetheless, the English, being traditionalists by nature, still stick to the old teaching method of spoon-feeding. This completely ignores the participative aspect of teaching in which complete direction means loss of initiative, creative thinking and power of imagination.

"The speed with which the School grows depends upon the amount of support that the Canadian business community gives it.

"The fact that more and more business institutions are participating every year by sending top executives to the summer sessions of the Management Training course, by allowing the School to compile case histories from their experience to enrich its teaching, and by giving wider recognition to the MBA degree, help it to provide the business community with well trained graduates.

"Underdeveloped countries like India, Burma, and Ceylon badly need graduates trained in the modern techniques of doing business. The school is helping to fill this need."

After leaving Delhi University, Mr. Khanna spent a year as manager of a medium-sized general store and followed this with 18 months as section salesman for the New Delhi branch of **Imperial Tobacco Co. of India.**

Late in 1956 he left for England to study at Manchester University and in the fall of 1958 came to Canada to take his MBA at Western.

John Thwaytes, who graduated from Oxford in 1954, spent 3½ years in the textile industry in India, where he managed the silk department of a large group of cotton, woolen and silk composite mills.

He came to the Graduate Business School to prepare for a business career in Canada by broadening his knowledge of the technical aspects of business administration and by learning about Canadian methods and markets. He is particularly interested in foreign trade:

"By pioneering the case method system in Canada, Western has made itself the leading centre of business training in the Commonwealth.

"Most of the graduate students who come here have given up good jobs. They realize they will have to start again on lower salaries when they leave. What they want is a foundation on which they can build a high degree of administrative ability over the years.

"Canada is now beginning to take a more prominent part in world affairs. In view of her vast size, resources and dynamic growth, it is only reasonable that she should — particularly since she is assuming a part of the heavy burden of responsibilities once carried by Britain.

"Not the least of these responsibilities is the maintenance of a large part of the world's trade.

John Seidler came to the Business School from Leeds University in England where he graduated in textiles:

"During a year of post-graduate research at Leeds, I found that I was inadequately prepared to go into industry.

"Besides my technological studies at University, I had taken courses in human relations and industrial management. My lecturer, a graduate from MIT, encouraged me to pursue these studies further, and both he and my father persuaded me to look at the North American continent as having the world's most advanced industrial society.

"I realize now that further study in England would have confined me to the fields of production, industrial relations and personnel relations. There was emphasis on accounting, but very little on finance and marketing, in which the leadership of North America is unrivalled.

"A letter from a friend, a prominent businessman in Montreal, assured me that Western offered an excellent course and that the Business School and its teaching staff were highly regarded by Canadian business.

"In most respects, my optimism about the Business School has been well founded.

"Having been brought up in a less dynamic business society, I have certainly been enlightened by my studies. This was confirmed last summer when I worked in England during my vacation, having completed one year in Canada.

"However, there were drawbacks to living in England. It was a matter of selecting the most desirable society and being prepared as an individual to make sacrifies either way.

"The decision was difficult, but in the end the balance weighed resolutely in favor of Canada."

Firms from overseas occasionally send men to Canada and the U.S. to gain experience in North American business methods.

Kyoichi Suzuki, from Japan, came to Western under this type of arrangement:

He told **FP:** "I entered the international business firm of **Diichi Bussan Kaisha Ltd.,** the former Mitsui Bussan, in April, 1955, after studying jurisprudence and some economic subjects at the University of Tokyo.

"At university, my interest in economics, especially its international field, had grown more than that in law as time passed. This shift in my interest was accelerated by participating in the activities of the International Students Association of Japan and other organizations. Thus I decided to find my profession in international trade.

"I worked with Bussan's until I was given this opportunity to come to Canada as a trainee.

"The company has a training program which sends young staff members to representative universities in various foreign countries every year.

"The members selected are expected to adapt themselves to new surroundings so that they can become members of their respective communities.

"Along with the purpose of the plan and my particular interest in Canadian economic problems, I applied for admittance to Western.

"I should say that all the subjects I am now taking in the course are quite unfamiliar to me, as I did not have any chance to study corresponding matters in my university.

"Moreover, the difference of my way of thinking from others, which might stem from the different cultural background and hetergeneous economic structure of Japan, makes it sometimes difficult for me to understand and accept the interpretation of problems.

"Nevertheless, studying unfamiliar subjects and learning fresh, new ideas of business in an atmosphere of earnest, competitive and positive discussion gives me an incomparable opportunity.

"If I were asked how I find things on the campus, I would not hesitate to say that I am having a splendid experience.

"Through my study, my **friends and general campus atmosphere, I am getting something I could not attain during my student life in Japan and I am now sure that what I acquire in this school will increase my calibre and help to further my understanding of Canada.**

"It will be my best memory and pride forever that I was a student in the Graduate School of Business Administration of the University of Western Ontario."

The tremendous economic upsurge in Latin America has led businessmen like Alvaro Larravide from Montevideo to seek a wider knowledge of North American business techniques.

Mr. Larravide studied law at Montevideo University and went on to take his LLM degree at Southern Methodist University in Texas.

On his return to Uruguay he was appointed legal counsel for **Hoover America Latina,** where, in addition to giving legal advice on international problems, he was engaged in sales promotion in the Latin American market.

He later became associated with Guyer and Regules who are attorneys for the **First National City Bank, Coca Cola,** the **Aluminium Co. of Canada,** and a number of other Canadian and American subsidiaries.

In 1958 he obtained one of the 15 fellowships awarded annually by the Canada Council.

"I chose the Western Ontario Graduate School of Business Administration because the subjects here broadly cover all phases of business.

"The outstanding organization and achievements of this School are well known in Uruguay. Most important, perhaps, is the system of teaching. The primary learning materials are factual, uninterpreted reports of business and company situations which have happened in real life and which call for analysis, decisions and plans for administrative action.

"Such a program is remarkably valuable for foreign students because businesses do not recognize borders. In each country they have a natural tendency to expand to foreign countries and the principles taught here, therefore, have universal meaning and usefulness."

J. Kin Maung Kyawe or "Jimmy Kin," a Colombo Plan student from the University of Rangoon, was sent to Western to learn the case method of study in order to replace Ford Foundation lecturers presently on loan to Burma.

Apart from conferring degrees in commerce, management and accounting, the university of Rangoon Commerce Department offers management training and diploma courses taken mostly by local businessmen and their managerial personnel.

While the teaching method is mainly the lecture system, the case method is used about 30% or 40% of class time, increasing toward the final year.

The university has its own case research project, collecting Burmese cases on present-day business problems to fit into the Western method of classroom discussion.

Students like Jimmie are sent to North America to acquire both MBA and CA degrees, and attend such institutions as Stanford, Cornell and Harvard in the U.S. and the University of Western Ontario.

The University of Western Ontario first began to train young men for careers in Canadian business nearly 38 years ago.

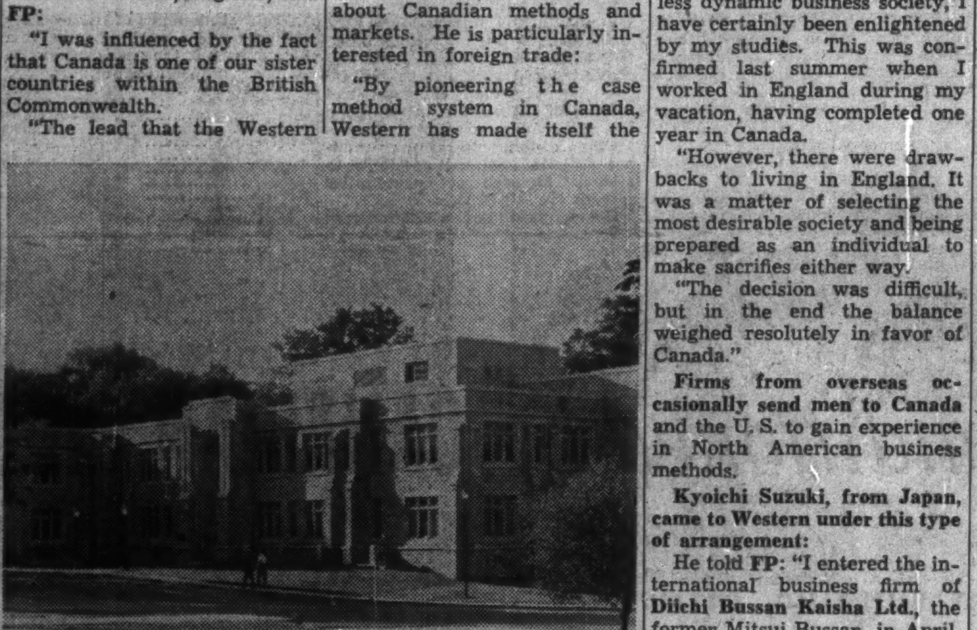
In the summer of 1949, the obvious need which the course was filling, and the wish to give professional standing to graduates, led to the decision to establish Business Administration as a separate faculty.

For five years the School of Business Administration was housed in a residential estate a short distance from the main campus.

The growth of the School during this period resulted in the opening in the fall of 1957 of the Richard C. Ivey building on the main university campus.

This is a three-story structure with six main amphitheatre-type classrooms plus seminar rooms, designed specifically for the teaching of business administration by the case study method and incorporating many improvements lacking in the Aldrich Building at the Harvard Business School.

Mr. Eccles and Mr. Lunney are students at University of Western Ontario's Business School.



THE RICHARD C. IVEY School of Business Administration, University of Western Ontario, has gained an international reputation.

(Advertisement)

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By a Wall Street Journal Subscriber

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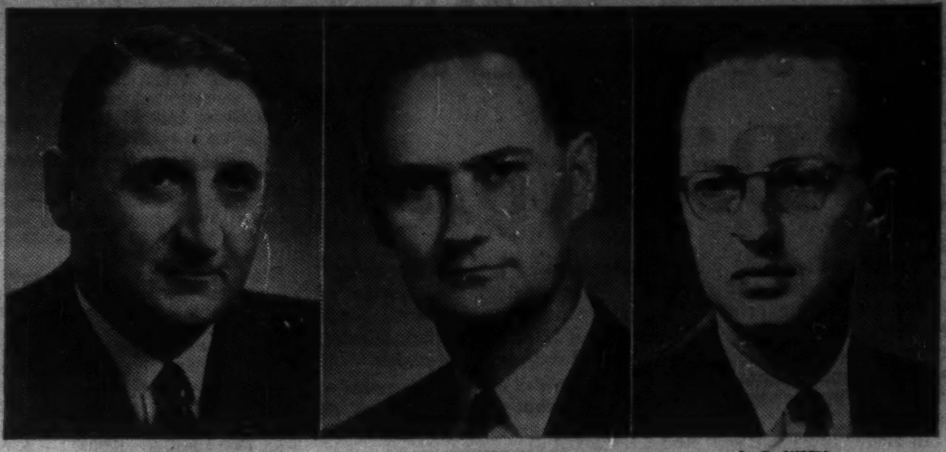

ANNOUNCEMENT

CANADIAN TRAILMOBILE EXECUTIVE ANNOUNCEMENTS

R. M. SYER J. PLUMPTON L. G. WREN

Mr. H. J. Lang, President, Canadian Trailmobile Limited, has announced on behalf of the Board of Directors, that Mr. Robt. M. Syer has been elected a Director and Vice-President of the Company and appointed General Manager, effective April 1, 1959. Mr. Jack Plumpton has been appointed Vice-President, Finance and Mr. L. G. Wren, Secretary-Treasurer. Mr. Plumpton and Mr. Wren are Secretary-Treasurer and Assistant Comptroller, respectively, of the Parent Company, National Steel Car Corporation, Limited.

Canadian Trailmobile Limited, a leading producer of semi-trailer equipment for the transportation and construction industries, has over the past two years increased its plant facilities at Scarborough and has expanded its sales and service facilities across Canada.

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Emco Limited, London, Canada

TO START THERMAL PLANT

Special Correspondence

SAINT JOHN — Construction of the New Brunswick Electric Power Commission's thermal power plant in East Saint John will be started in about two months. Some preliminary work has been done. Plant will have an initial 50,000-kw unit. No decision has been announced whether oil or coal will be used for fuel in the plant.

Watch TV Tags: Tube Price War Getting Hot Now

Rebuilt tubes starting to shake the pricing structure . . .

By ERIC RICHTER

MONTREAL (Staff) — A TV picture tube war is raging in Canada.

Locked in battle are the country's "big name" manufacturers—which make or distribute picture tubes—and a handful of smaller electronics firms which specialize in rebuilding them.

The controversy centres around new and rebuilt picture tubes (FP, Jan. 31).

It has already resulted in some price-cutting, could involve more.

If it gets tougher and lasts very long, the battle could affect the price of TV sets themselves, according to some industry officials.

Taking their cue from U. S. makers, two of the country's three major picture tube suppliers recently introduced lines of factory rebuilt tubes. They sell for considerably less than a new or "premium" tube.

With the rebuilts, the majors hope to capture a large slice of the fast growing replacement tube market which so far has been dominated by the rebuilders.

The rebuilders, in turn, have chopped their prices and are offering tubes well below the price of factory rebuilts.

The big question is the difference between a new and a rebuilt tube.

"Electronically, there is none," one rebuilder says.

In the rebuilding process, the end is cut off a used tube and its electronic parts removed. New parts—known in the trade as the "gun"—and a new phosphor screen are inserted and the tube re-sealed by welding a new end piece on it.

Key to the rebuilding operation is the glass envelope — worth $5 to $10 according to some trade sources—which can be used over and over again provided it isn't scratched or otherwise damaged.

One rebuilder observes that brand name makers warrant new and rebuilt tubes alike — for one year.

Rebuilders themselves, he adds, buy new glass just like the majors when they can't get sufficient used tubes.

The brand name makers are hardpressed to find a distinction between their new and factory rebuilt lines.

"Factory rebuilts, apart from using salvaged glass, probably receive a little less extensive testing and checking than a new tube," one official says.

He says, however, there can be a big difference between a factory rebuilt and the tube offered by an independent rebuilder.

Tests on a number of tubes rebuilt by independents, he said, disclosed they averaged a shorter life and a higher incidence of defects than new tubes.

In addition there is the claim by some Majors that a few rebuilders re-use more than the glass in making new tubes from old.

For example sometimes an old tube can be revived with a stiff electrical jolt applied to the gun. The revitalized tube may work for a few days or months before giving up the ghost for good.

One of Canada's big makers — **Canadian General Electric** — so far has kept out of the fray.

The company a few months ago dropped the price of its new tubes about half-way between the new and factory rebuilt prices posted by its competitors.

The company does not have a factory rebuilt line.

However, it uses both salvaged and new glass in its new tubes. Regardless of glass, the tubes are manufactured and tested in exactly the same way, officials explain.

Some of the rebuilders charge that the Majors are trying to drive them out of business.

One official notes that if the price difference between new and factory rebuilt tubes widens further, TV set makers who buy from the Majors may well demand a reason for the difference.

This, he adds, could have the effect of bringing new tube prices down and with them the price of TV sets.

How to Judge Tube Prices

If you have to replace a burned-out picture tube in your TV set, it may pay you to have a closer look at the replacement.

Price varies substantially depending on the tube you pick.

To top it off, some unscrupulous TV repairmen have been using the cheapest possible tube as a replacement, charging the customer the highest recommended list price.

Here's a price comparison in the Montreal area for a popular 21-in. tube:

Type	Jobber's price	Recommended list price
Brand name, new . . .	$34.15-$26.35	$52.55-$43.90
Brand name, factory rebuilt	$23.85	$36.70
Independent, rebuilt	$20.35	....

New Oil Carrier 'Sausage' Passes First Voyage Test

The idea of transporting oil in gigantic floating "sausages" of nylon, invented by a Cambridge, Eng., university professor at the time of the Suez crisis, is catching on.

After extended trials of various models in ship design tanks at the U. K. National Physical Laboratory that proved its feasibility on a small scale, a 100-ft. large-scale model has successfully completed its first commercial voyage.

It took 10,000 gal. of oil, about 40 tons, from the **Esso** refinery at Fawley, Hampshire, to Newport, Isle of Wight, a distance of 10 miles.

The barge, known as a Dracone, has an outer skin of nylon and is coated on the inside with synthetic rubber.

Towed by a 45-hp launch it completed the journey in two hours.

At Newport, the cargo was pumped ashore in 65 minutes.

The empty skin was then filled with carbon dioxide to avoid leakage of inflammable vapor and towed back to Fawley.

After the cargo is discharged the skin may be wound on to a reel and stowed or towed.

The barge has been developed for transport of crude oil and other liquids by **Dracone Developments Ltd.** in association with the **National Research Development Corp.**, following long experiments by a group of Cambridge University scientists.

NRDC is a government sponsored company formed to exploit useful ideas.

Experiments with "sausages" are continuing, and a number of industrial concerns are already showing great interest in the development.

Two vessels have been ordered for trials, one by an oil company and one by a shipping company.

Both are for use in West Africa, an area better served by river than by road and where vessels consequently appear to have a great potential.

Dracone is now building a vessel twice the length of the present barge and capable of carrying a cargo of 350 tons.

DREDGING AWARDED

Special Correspondence

BATHURST, N.B. — Dredging of a section of Bathurst harbor at a cost of $223,000 has been awarded to **J. P. Porter Co.** of Montreal. Dredging will be carried out along a five-mile section of the harbor at a depth of 17 ft. below low water. Work will involve the removal of about 180,000 cu. yd. of sand, gravel, silt and clay at a unit rate of $1.24 cu. yd.

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ANNOUNCEMENT

ROCK CITY TOBACCO COMPANY

OLIVIER DROUIN P. O'NEIL-DUNNE

At the Annual General meeting of the Rock City Tobacco Company (1936) Limited, Mr. Olivier Drouin was elected Chairman of the Board of Directors. Mr. P. O'Neil-Dunne, world technical director of the Rembrandt-Rothmans-Carreras Group, succeeded Mr. Drouin as President, which post he will hold during the re-organization of the Company. Rock City became a member of the Rembrandt-Rothmans-Carreras Group when the controlling shares of Carreras Ltd., of London, England, were purchased in November of 1958 by Rembrandt. Carreras bought into Rock City in 1936. Mr. Olivier Drouin is the son of Napoleon Drouin who founded the business at Quebec City in 1896.

In the financial year ending October 31, 1958, Rock City's sales of Craven "A", Sportsman, Black Cat, etc., amounted to $49,400,000. Reserves stood at $12,000,000 and consolidated profit before tax was $1,423,000.

THE HYDRO-ELECTRIC POWER COMMISSION OF ONTARIO

REMOVAL AND/OR UTILIZATION OF FLY ASH FROM STEAM GENERATING STATIONS LOCATED IN TORONTO AND VICINITY

SEALED TENDERS, in triplicate, addressed to the undersigned, 620 University Avenue, Toronto 2, Ontario, and clearly marked:

"REMOVAL AND/OR UTILIZATION OF FLY ASH FROM STEAM GENERATING STATIONS LOCATED IN TORONTO AND VICINITY"

will be received up to 4.30 o'clock p.m., Eastern Daylight Saving Time on

MONDAY, June 1, 1959

for the handling and removal of all fly ash from the Commission's present and future coal-fired generating stations in the Toronto area.

Tendering documents and detailed information may be obtained from J. G. Taylor, Manager, Surplus Equipment & Materials Department, Ontario Hydro, Box 905, Islington, Ontario.

The successful tenderer, whether he proposes to process the material on the site or remove it without processing, may be required to furnish a performance bond in a form approved by the Commission and issued by a bonding company licensed as such in the Province of Ontario and acceptable to the Commission for 100 per cent of the total amount of the contract.

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Short Position Lower at Mtl.

MONTREAL (Staff) — Short position on the Montreal Stock Exchange March 31, 1959, was 13.750 shares in 23 issues, down 1,200 shares but up one issue from the position March 15.

Among significant changes:

Issue	Shares	Issue	Shares
Abitibi	—100	Home A	—500
B. C. Forest	—100	How. Smith	+100
Cdn. Bronze	—100	Int. Nickel	—100
Cdn. Vickers	+200	A. V. Roe	—100
Dom. Tar	—850	Tr. Can. Pipe	+700

Short position on the Canadian Stock Exchange March 31, 1959, was 66,550 shares in 30 issues, down 7,020 shares but up four issues from the position March 15.

Among significant changes:

Issue	Shares	Issue	Shares
Bateman	—2,000	Merrill Is.	—500
Camp. Chib.	—500	N. Hosco	+2,000
Cdn. Marconi	+100	N. Myla'que	—5,400
Cent. D. Rio	—2,200	Ope'isca E.	—12,500
Cleveland	+1,000	Orchan	+1,500
C. Denison	+1,000	Steep Rock	+1,100

Here is the actual short position on the Montreal Stock Exchange March 31.

Issue	Shares	Issue	Shares
Abitibi	1,875	Great Lakes	500
Algoma	300	Home, A	100
Aluminium	3,400	Howard Smith	100
Bell	150	Int. Nickel	1,175
B. C. Forest	700	Low. St. L. Pr.	100
Can. Cement	400	Massey	100
Cdn. Br. Alum.	150	Roe, A. V.	100
Cdn. Industries	100	Simpsons	100
CPR	200	Texaco	200
Cdn. Vickers	300	Trans Can P.	2,400
Dom. Tar	100	Triad	200
Fraser	200		

Here is the actual short position on the Canadian Stock Exchange March 31.

Issue	Shares	Issue	Shares
Arcan	100	N. Myla'que	21,200
Barnat	2,000	N. Pacific	500
Bateman	4,300	N. W. Amulet	1,000
Camp. Chib.	2,300	Northspan	2,000
Cdn. Marconi	600	Opemiska Cop.	800
Cent. Del Rio	1,000	Orchan	3,500
Cleveland	1,000	Que. Chib.	500
Con. Denison	1,100	Que. Lithium	100
Con. Paper	1,850	St. Law. R. M.	2,500
Duvan	300	St. Maur. G.	2,900
Ford A	150	Steep Rock	1,100
Frobisher	300	Trans Mtn.	5,600
Merrill Island	500	Union Gas	1,000
Minn. & Ont. P.	150	Ventures	200
New Hosco	5,500	Wright-Harg.	200

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News and views on the British securities markets, specially written for FP by one of London's distinguished financial writers.

Stocks Went to New Highs In Answer to U.K. Budget

A LONDONER'S FINANCIAL NOTEBOOK

MARKETS made a good response to the U. K. budget and the industrial ordinary share index compiled by the Financial Times broke through its 1958 peak to a record high.

Later, prices sagged as operators moved in to take profits. Most investors have now got one eye on the general election, which could come either in the late spring or the autumn.

For companies generally, the most important provision of Chancellor Heathcoat Amory's budget is the cut from 8s 6d to 7s 9d in the £ in the standard rate of U. K. income tax.

This has the effect of reducing the total of company taxation to 48¾%—the lowest for many years. This total comprises 7s 9d (38¾%) income tax and 10% profits tax.

Mr. Amory has also restored investment allowances for capital expenditure, and has made widespread reductions in purchase taxes. Commercial vehicle chassis are to be freed from tax altogether, which should be a big help to British lorry makers.

There was some disappointment in financial circles that the Chancellor has not reduced the 2% stamp duty on share transfers, and shipping shares were lower after the budget because of the absence of any specific measures to help this depressed industry.

The reduction of twopence a pint in the beer duty was a pleasant surprise to brewery shareholders as well as to beer drinkers. All the leading brewery shares went quickly ahead in post-budget markets.

• • •

Profits of British Petroleum Co. showed a useful increase last year, despite the weakness of world markets for oil.

The trading surplus, before depreciation and other charges, is up from £151 million to £168.5 million. The B.P. group's sales of crude oil and refined products rose to 62 million tons, from 53 million tons in 1957.

Increased sales have therefore more than offset the effect of lower crude oil prices.

After increased provisions for tax and depreciation, the group net profit is up from £52 million to £62 million.

The company is paying a final dividend of 1s 3d making a total for the past year of 1s 9d on each £1 unit, free of tax. This is equivalent to 8¾% on the £202 million ordinary stock, and compares with the equivalent of 7½% last time.

Some market optimists thought that B.P. might have brought the total up to the equivalent of 10%. The 8¾% total is more than three times covered by net earnings.

In London, a good deal of interest is now being taken in regard to the attitude of the Iraq Government over the future of the Iraq Petroleum Co., in which B.P. is a principal shareholder.

The government is believed to want something better than the present 50-50 share-out of profits from I.P.C. For the present, outright nationalization is considered unlikely, but the Middle East is notorious political hot-spot and many things could happen.

• • •

Full accounts of the Hudson's Bay Co. show that the retail stores division did especially well last year. In the last quarter sales improved sharply and for the year were up by 6.1% to a new high of £49.7 million.

Profits of this section, at £3,185,000, showed an increase of more than 27%. The improvement in margins reflects the company's policy of plowing back a large part of profits into the expansion and modernization of stores' facilities.

Owing to the decline in production and sales of crude oil in Canada, the company's royalty income dropped from £542,000 to £469,000 and earnings from other sections of the business were barely maintained.

U. K. Stocks

(Supplied by Mackellar, Wisener Ltd., Toronto.)

Here are representative issues traded in Canada (quotations are in Canadian dollars):

	—Recent— Bid	—Recent— Ask	Mar. 30 Bid
	$	$	$
Bowater Paper	6¼	6½	6¼
British Petroleum ..	6¾	7⅛	6⅝
Courtaulds	4.25	4.50	4.35
Daily Mirror	3.10	3.40	3.25
Ford of England ...	7½	7⅞	7⅜
Hawker Siddeley ...	3.65	3.90	3.75
Hudson's Bay Co. ..	28¼	28¾	26¾
Imperial Chemical ..	4½	4¾	4⅜
Stewarts & Lloyds ..	3.85	4.10	3.85

Referring to Hudson's Bay Oil & Gas, in which Hudson's Bay Co. has a 22.6% share interest, the report says that at the year-end there were signs of a rise in domestic demand for crude oil and hopes for a renewal of exports.

But the Hudson's Bay directors, headed by Governor W. J. Keswick, take the view that while the current world surplus of oil products persists, there can be only a gradual, rather than an immediate, improvement in crude oil earnings of H.B.O.G.

An appendix to the Hudson's Bay report shows that since 1951 the annual level of sales has increased from £39.7 million to £76.6 million, and trading profits from £2.2 million to £4.9 million.

Over the same period, the amount paid to shareholders, including payments from land account, has risen from £284,000 to £1,167,000.

• • •

The £15 million convertible debenture issue by the **Hawker Siddeley Group** was a sell-out. Made to the company's ordinary shareholders only, the offer brought in applications totaling more than £107 million.

A less pleasing announcement came from de Havilland, another aircraft group having large interests in Canada. Profits have fallen steeply and the company is not paying a dividend.

Turnover was fairly well maintained last year, but heavy initial expenditure on civil aircraft and other projects had to be provided out of the surplus that would otherwise have been available.

Profits before tax have fallen from £1,544,000 to £384,000. Last year's figure was struck after crediting £531,000 unrequired provisions so that, in effect, there was a deficit.

Company Report

Merchandising

WATEROUS EQUIPMENT LTD., Edmonton, Alta., net profit of $15,674 for 1958 was 89.7% lower than 1957's $152,800.

Company experienced a very difficult year, President W. G. Christian says. Machinery sales were down 28% from 1957, and service and repair sales 8%.

Company had to repossess machinery from a number of its contractor customers who were unable to keep up their payments. Situation was caused by lower volume of work being done in Alberta, particularly oil exploration and development, and by extreme competition.

Reasonable progress was made reselling machinery so acquired, the president reports.

The Calgary and Edmonton buildings, vacated in December, 1957, were sold and leased, respectively, in 1958.

Equity Finance Corp., a wholly owned subsidiary, made a net profit, after taxes, of $40,802 (unconsolidated).

A trend to improved conditions in the months ahead may be indicated by improvement in company's sales and earnings for the five months ended Feb. 28, 1959, compared with the like period a year earlier, Mr. Christian says.

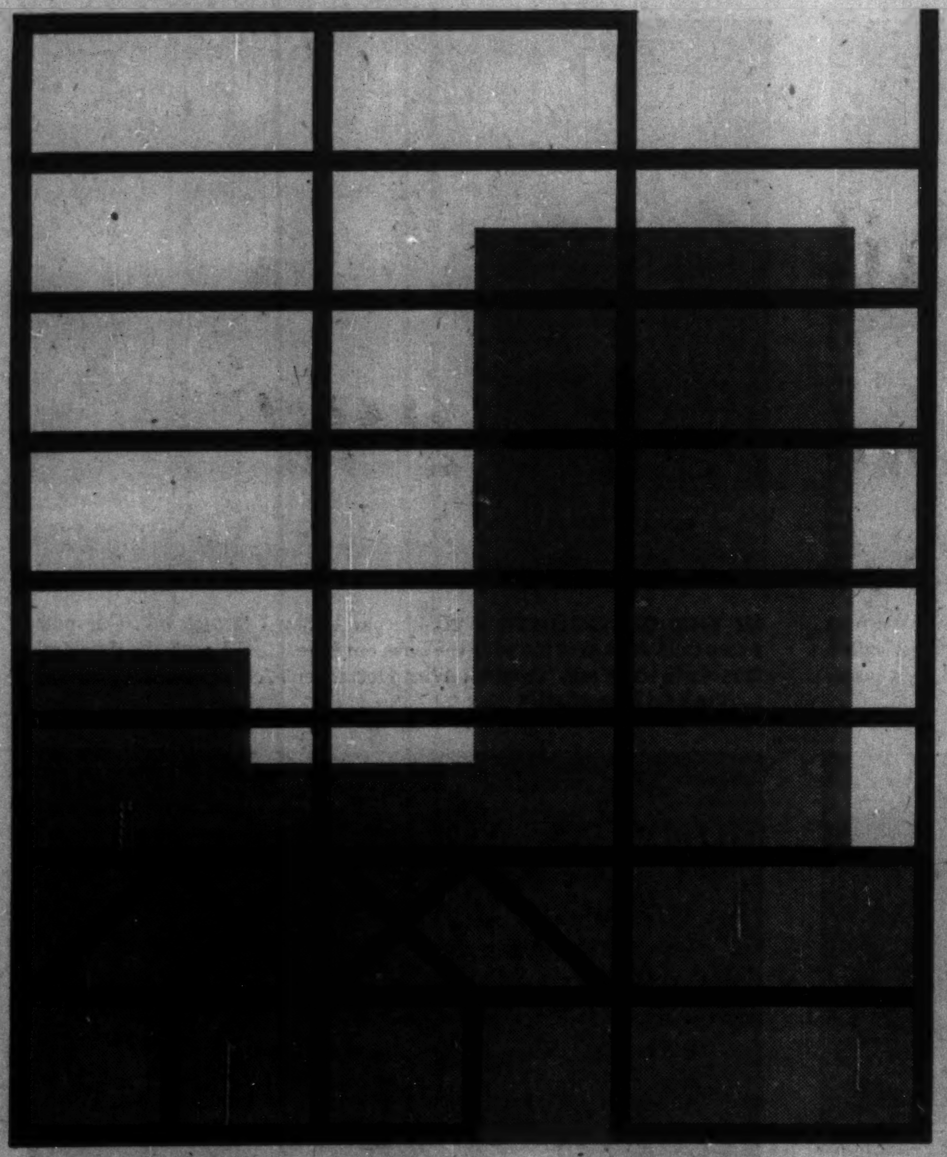
INCOME ACCOUNT

Years ended Dec. 31:	1958	1957
Sales	§	$5,456,678
Net earnings	$214,275	410,178
Less: Deprec.	78,839	79,523
Fin. exps.	80,608	85,850
Income taxes	39,154	92,000
Net profit	15,674	152,800
Less: Com. divds. ..	....	117,556
Surplus	15,674	35,244
§Not stated.		
Earnings per Share and Dividend Record:		
Common	$0.08	$0.78
Paid	....	0.60
Shares o/s as at Dec. 31:		
Common, n.p.v.	196,530	195,927

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$400	$350
Acct. rec.†	738,642	489,563
Inventories	1,747,052	1,925,330
C.s.v., life ins.	9,355	8,435
Prep. exps.	17,271	24,543
Total curr. assets .	2,512,720	2,448,636
Sale agree.	55,000	....
Def. chgs.	57,918	23,335
Invest. in & adv. to subsid.	178,000	178,000
Fixed assets‡	638,431	770,974
Total assets	3,461,169	3,456,459
Bank loans	721,722	485,621
Accts., etc., pay.	266,806	232,529
Inc. taxes	44,163	86,879
Notes pay.	124,618	226,293
Equity Fin. Corp. ...	16,589	....
Total curr. liabs. ..	1,173,898	1,031,322
Equity Fin. Corp. ...	....	132,979
Funded debt	864,000	905,000
Reserve	85,000	50,000
Capital stock	786,389	789,368
Capital surplus	170,813	196,743
Earned surplus	662,071	649,047
‡After deprec. of .	303,654	248,979
†After res. of	17,857	17,857
Working capital	1,338,824	1,417,308

Contingent liability amounted to $2,117,823 at Dec. 31, 1958.



ANOTHER VITAL INDUSTRY SERVED BY PIRELLI CABLES!

CONSTRUCTION • "The power's on—we're moving in today!" A new building is ready for occupancy only when "the power's on". For who, today, can imagine a home, a factory or an office unit without electricity?

Though taken pretty much for granted, our high standard of electrical living has resulted in a whole new concept of electrical planning by members of the industry. For example, "Housepower" is the new term which indicates efficient use of electric power in the home; "Housepower" demands adequate circuits, sufficient outlets and proper wiring for our ever-increasing number of electrical servants.

Pirelli, manufacturers of electric wires and cables for home and industry, are proud of the part they play in helping Canadians "Live Better Electrically".

PIRELLI
ELECTRIC WIRES and CABLES

PIRELLI cables, conduits limited
ST. JOHNS, QUE.
SALES OFFICES: — MONTREAL • TORONTO • VANCOUVER

WHEN SPEED AND PRECISION MAKE THE DIFFERENCE

On the ice it's a player's timing and his accuracy that scores! The same is true of the mass production of precision parts for industry and manufacture. Timing and accuracy makes the difference.

At Thompson Products we try to "score" in this way for all our customers all the time. Our special facilities and skilled personnel allow us to meet the most demanding needs with both speed and accuracy. Whether it's components for the aircraft, auto, mining, or electronics industry our production lines are geared to provide a hundred or a million identical precision units . . . fast!

Whatever your needs—in forging, casting, machining or assemblies in rough or precision form—discuss them first with a Thompson representative. He is trained to understand and analyse your problems . . . trained to put *us* in *your* picture so that we can provide the complete solutions you need.

TP
Thompson Products
LIMITED
AUTOMOTIVE MANUFACTURING DIVISION
ST. CATHARINES, ONT.

Second of a Series

TPS-659

Richard L. Spetka, *Manager Power Engine Sales,*
The Cooper-Bessemer Corporation, explains . . .

How river shipping now gets its biggest push

In the background, you see a tow of 40 barges, typical of cargo-moving records now being made on the lower Mississippi by the mighty towboat *United States.* And, the picture in my hand shows two of the four Cooper-Bessemer turbocharged diesels that give this towboat an 8500 horsepower push.

This world's record towboat can trim 30% off running time on normal tows, and compared to towboats of 20 years ago, can push three times the tonnage. Further economy is provided by the design of the engines to burn low-cost bunker C fuel oil, saving an estimated $250 per day.

The M/V *United States* is owned and operated by Federal Barge Lines and was built by St. Louis Shipbuilding and Steel Company.

Transportation is another field in which Cooper-Bessemer applies its engineering know-how and manufacturing skills to save you money. Call on us for assistance in your planning of power or compression facilities.

Cooper-Bessemer
OF CANADA, LTD.
ENGINES: GAS • DIESEL • GAS-DIESEL
COMPRESSORS: RECIPROCATING AND CENTRIFUGAL, ENGINE OR MOTOR DRIVEN
TORONTO, ONTARIO • EDMONTON AND CALGARY, ALBERTA
NEW YORK 36, NEW YORK

Your French-speaking retailers *will be looking for you on Sept. 12th!*

On September 12th, Québec Le Soleil, Trois Rivières Le Nouvelliste and Sherbrooke La Tribune will start publishing Perspectives, the French-language edition of Weekend Magazine.

Because of its blanket coverage of these three markets Perspectives will be seen and read by practically every French-speaking retailer in these trading areas.

And, what is just as important, these retailers will be quick to realize the powerful selling impact that Perspectives, with its rich color and French editorial excellence, will have upon their customers.

Without doubt, *your* French-speaking retailers in the trading areas of Quebec City, Trois Rivières and Sherbrooke will be looking for your advertising support in Perspectives on September 12th, and future issues.

Here is why it is just *good business* to invest your advertising in this new French-language publication:

- 70% of the French-speaking households of the Province of Quebec are located "outside of Metropolitan Montreal".
- These French-speaking households total 570,000 and Perspectives will reach 33% of them; greater coverage by far than any other magazine medium.
- In Quebec Province, retail store sales made outside of Metropolitan Montreal account for 11% of Canada's total. (Equivalent to the Province of British Columbia).

Add to this the fact that Perspectives will be published as part of the week-end editions of three great French-language newspapers, with all the prestige that this implies, and you have sound reasons why Perspectives, the French-language edition of Weekend Magazine, merits your *immediate* attention.

Weekend/Perspectives coverage of the consumer market in *all* Canada enables advertisers to plan a well-balanced selling structure, supported in strength from coast to coast.

People are markets, and with a mammoth circulation of 1,700,000 that goes into four out of ten of all homes in Canada, Weekend Magazine, with its French-language edition Perspectives, will reach more people by far — English and French — than any other magazine in Canada.

The biggest single selling force in Canada

Weekend MAGAZINE / AND ITS FRENCH LANGUAGE EDITION **Perspectives**

Letter from London

Voters savor welcome tax cuts and prepare for general election in the fall...

By ADELPHI

SUFFICIENT time has elapsed for us to study the U. K. budget in retrospect rather than in the semi-emotionalism of its presentation to House of Commons. Does it portend a swift general election or a postponement to the late autumnal mists?

Let us look first at Chancellor Heathcoat Amory himself and consider how he comes out of it as a contender for the Tory throne.

Was the Chancellor wise to concede more to the unmarried man than to those who have taken upon themselves the financial burden of marriage?

On his own salary of £5,000 the bachelor Chancellor will save approximately £140 a year as the result of his budget, whereas a married man with the same gross income will have to content himself with a saving of £136. 10s.

* * *

Another question mark appears opposite his brave gesture of two pence reduction per pint of beer.

Admittedly both the beer drinker and the cigarette smoker are worthy patriots who supply an immense revenue to the treasury but what of the nonconformist voters who see sin in them both?

Therefore we must assume that the gratitude of the beer-drinkers (sometimes referred to as the Beerage) may well be negatived by the righteous wrath of the temperance section of the community.

* * *

Yet the strangest item of all was the lowering of the standard rate of income tax by nine pence.

Pre-budget guesses were to the effect that it would be either sixpence or a shilling reduction and, therefore, in utilizing the threepenny bit the Chancellor pulled off a complete surprise. Such is the atmosphere of the House of Commons that a sixpenny reduction or a shilling would have been received with a cheer but ninepence produced almost complete silence.

But it must not be supposed that our bachelor Chancellor kept his eyes away from the women.

The tax on television and radio sets is reduced, and so is the tax on lipsticks which brings the price of that essential beauty aid down by four pence.

How does the Chancellor himself emerge from the ordeal?

Has he strengthened his chances for the ultimate premiership?

Certainly his reputation has steadily climbed from the day when he was catapulted from obscurity as Minister of Agriculture to the arclight of the Treasury. His cool head and his good natured patience have boomed him into immense popularity.

The manner and the length of his budget speech places him with Peter Thorneycroft, R. A. Butler and Duncan Sandys, in the select group of future prime ministers.

Therefore let us ring down the curtain on the political scene with this prophecy—the general election will not be in May but in October or November.

* * *

There has been universal acclaim for the action of the Queen in investing Field-Marshal Earl Alexander with the Military Division of the Order of Merit.

Lord Alexander is a man whose merits have never needed the fierce publicity which surrounded some of the other war leaders.

His calm judgment, cool courage, patience, courtesy and vision played an enormous part in the desert warfare and the eventual invasion of Europe.

* * *

It is not without interest that Lord Montgomery is about to invade Russia.

There was more than a murmur of disapproval in political circles when the news was announced but there is reason to expect that Monty and Khrushchev will find that temperamentally they have much in common.

Each believes in his star and neither of them has ever learned the soft language of diplomacy. Nevertheless we shall all be relieved if Montgomery returns without having had a "scene" with the Fat Man of Moscow.

* * *

The industrial share index has reached the peak figure of 226.1, regaining the plateau reached in July 1955.

One has only to recall the raising of purchase and profits taxes as well as the increased restrictions on hire purchase, plus the Suez crisis, and the sterling crisis during 1956 and 1957 to realize the extraordinary recovery that Britain has reached today.

Yet oddly enough the stock market showed no great buoyancy as the result of the "something for everybody" budget.

Gold shares, which have boomed for months as a hedge against inflation, sagged when the budget was revealed.

Gilt edged put on a few pennies and there was a mild advance in the big store shares but it was left to gilt edged to show the most widespread increase even if the prices did not quite soar like the eagle.

* * *

Now the problem which faces Macmillan is how to maintain the spirit of his troops while waiting for the signal to attack.

Although October is still the month which the wise boys predict for the election, the fear is that the country will grow weary and frustrated. A pending election always puts a brake on industrial activity.

In fact it may yet be proved that Macmillan blundered in failing to remember Shakespeare's reminder that there is a tide in the affairs of men, which, taken at the flood, leads on to fortune.

Coffee Fixed by Quotas: That's New Producer Plan

MONTREAL (Staff)—A new move to achieve stability in world coffee markets has been launched by the Latin American Coffee Agreement.

The aim: An international coffee pact on a fixed quota basis, becoming effective Oct. 1 and running for two years.

Meanwhile, the Agreement plans to launch a crash promotion program to increase U.S. and Canadian consumption.

Consumers will be urged to brew the stronger coffee once typical of North America.

Canadians used to extract only 45 cups from a pound of coffee. Now they stretch the pound into 60 cups.

As the first step toward a new pact, the Agreement is studying export figures of producing countries, estimated production in the 1958-59 coffee year and means of distributing fairly any sacrifices that will have to be made.

The previous agreement, signed in September, 1958, is regarded by many as a fiasco. Although a larger share of world production than ever before came under restriction, the market continued to decline.

A good grade of Santos now sells around 37½c in New York against 53c a year ago (**FP, Feb. 7**).

Export quotas under the 1958 agreement became effective a month and a half late so that by year's end many leading Mild producers were sold out. There was also pressure pricewise from Africa which had remained aloof.

"It appears unlikely the African producers will agree to new export quota either," said one coffee importer. "Whether it is desirable or not is quite beside the point. It is simply not practicable for them. In fact, it would work against their best interests."

African non-participation is seen as a continuing weakness in the whole structure.

Prior to World War II Brazil furnished 60% of the world's supply.

Today its share is 45%, African production has steadily increased.

In Sao Paulo about 60% of the acreage planted to coffee is being abandoned or converted to corn, cotton and citrus fruits.

To aid promotion, Agreement directors have urged that Haiti, Nicaragua, Panama and Peru join the Pan American Coffee Bureau.

Participating countries will make pro rata contributions, totaling $4 million, to an expanded consumer relations program.

The Bureau says a return to "proper brewing standards" would increase U.S. consumption by 4.7 million bags.

WILD ROSE EMBLEM

A stylized version of Alberta's floral emblem, the wild rose, may be used on products made in the province. It would be part of a "Buy Alberta" program instituted by the provincial government. A committee will suggest to manufacturers that the insignia and an accompanying motto be attached to all products.

ALUMINIUM LTD. has issued 3,961 shares under company's share purchase and option plans, raising number outstanding Mar. 31 to 30,308,432.

things we can do for you

1. Wills—discuss objectives and advise on the planning of your will.
2. Administer estates under a will, alone or jointly.
3. Take care of securities and other property, keeping them safely and handling all details.
4. Manage real estate to relieve owner of day-to-day supervision and collection of rents.
5. Act as trustee under Voluntary or Living Trusts.
6. Guardian of property of minors. This may happen under a variety of circumstances.
7. Committee or Curator of property of incapacitated persons, looking after details in a manner that the individual would do were he able.
8. Preparation of Personal and Estate Income Tax Returns— chiefly for professional people and proprietors of small businesses who have little time for complex tax problems.
9. Administer your Tax Deferred Retirement Savings Plan.

MONTREAL TRUST
Company

MONTREAL • CALGARY • EDMONTON • HALIFAX
TORONTO • VANCOUVER • VICTORIA • WINNIPEG
SAINT JOHN, N.B. • REGINA • QUEBEC, P.Q.
BROCKVILLE • ST. JOHN'S, NFLD. • LONDON, ENG.

Company Reports

Textiles

DOMINION FABRICS LTD., Dunnville, Ont., consolidated net profit of $136,494 for 1958 was 27.5% lower than 1957's $188,336.

Capital expenditures totaling $149,000 included improvements to plant of wholly owned subsidiary, **Dominion Yarns Ltd.**, Welland, Ont.

Operations in 1959 have been active, President J. G. Camelford says.

Annual meeting is April 18.

CONS INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Net oper. profit	$395,400	$491,260
Less: Deprec.	138,506	134,324
Prov. for taxes	120,400	168,600
Net profit	136,494	188,336
Less: 2nd pr. div.	30,000	30,000
Common div.	42,000	42,000
Surplus for year	64,494	116,336
Earnings per Share and Dividend Record:		
2nd Pref.†	$6.82	$9.42
Paid	1.50	1.50
Common†	1.52	2.26
Paid	0.60	0.60
2nd Pr. & com.‡	1.52	2.00
†Before (‡after) participation.		
Shares o/s Dec. 31:		
2nd Pref., n.p.v.	20,000	20,000
Common, n.p.v.	70,000	70,000

CONDENSED CONS. BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$27,749	$65,308
Accounts. rec.	366,974	332,553
Inventories	896,305	864,665
Prepd. chgs.	18,874	14,904
Total curr. assets	1,309,902	1,277,430
Mortgages	6,958	7,580
C.s.v., life insur.	....	19,830
Fixed assets†	808,473	795,695
Patterns, less w/o	7,829	7,287
Total assets	2,133,162	2,107,822
Accts. & tax. pay.	237,848	281,362
Dividend pay.	18,000	18,000
Total curr. liab.	255,848	299,362
Other res.	250,000	250,000
Capital stock	17,500	17,500
Capital surplus	450,000	450,000
Earned surplus	1,178,814	1,090,960
†After depr. of	1,976,523	1,847,121
Working capital	1,054,054	978,068

Distributing

FISHER & BURPE LTD., Toronto, consolidated net profit of $157,185 for 1958 was 50.3% higher than 1957's $104,587.

Profit of $52,324 on disposal of fixed assets is included in 1958 earnings.

Last year was a record, President R. W. Finlayson reports. Improvement is attributed to substantial gain in earnings of surgical units over 1957, increased sales, better profit margin and greater earnings from warehousing operations.

W. Lloyd Wood Co. and its subsidiaries, **Alfred Dunhill of London Ltd.** and **Palmers Ltd.**, had a profitable but difficult year, the president says.

Winnipeg head office building was sold and company moved into a bigger building in the same city. Net capital gain of $46,091 was realized on sale.

"The year 1959 is bound to be a difficult one," the president states. "The parent company will lose an important warehousing contract and the Wood subsidiary a major principal."

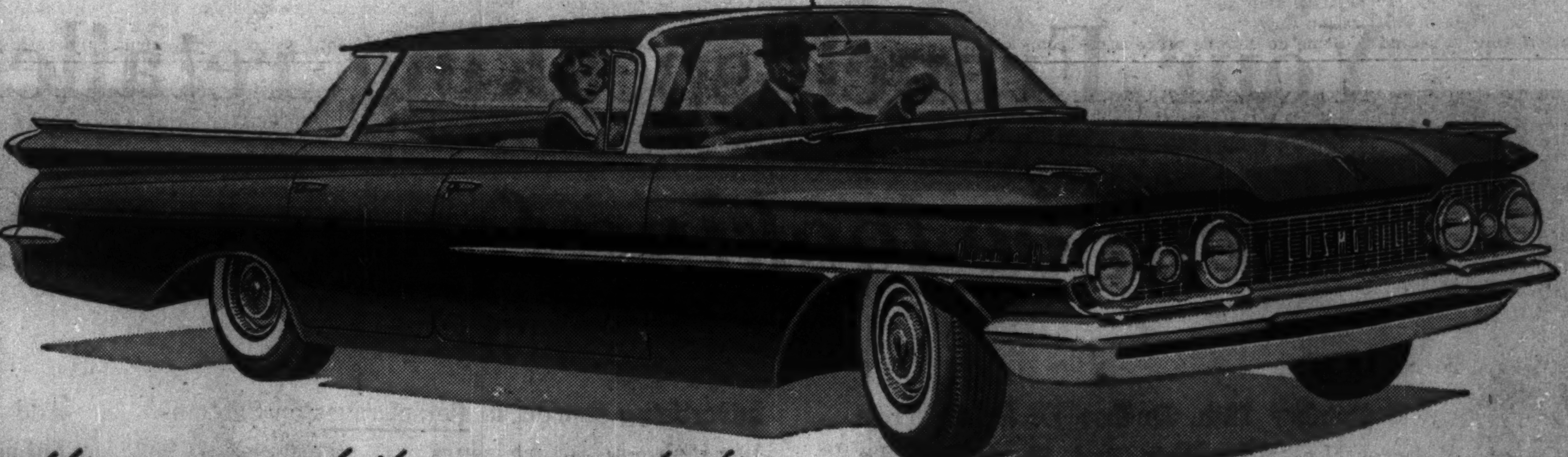
CONSOL. INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Oper. inc.	$198,289	$171,490
Add: Pro. sale f.a.	52,324	20,118
Net earnings	250,613	191,608
Less: Deprec.	18,700	18,886
Inc. taxes	67,259	58,758
Interest	7,468	9,377
Net profit	157,185	104,587
Less: Cl. A divds.	12,907	12,907
Cl. B divds.	29,960	14,980
Cl. C divds.	....	....
Surplus for year	114,318	76,700
Earnings per Share:		
Cl. A: Earned	$9.74	$6.48
Paid	0.80	0.80
Cl. B: Earned	2.89	1.84
Paid	0.60	0.30
Shares o/s as at Dec. 31:		
Cl. A, n.p.v.	16,133	16,133
Cl. B, n.p.v.	49,934	49,934

CONDENSED CONS. BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$3,825	$3,675
Accts. rec. less res.	597,727	530,312
Life insur., c.s.v.	9,650	6,723
Inventory	590,625	555,515
Prep. exp.	39,137	12,181
Total curr. assets	1,240,964	1,108,406
Goodwill	....	26,046
Fixed assets‡	63,856	78,173
Total assets	1,304,820	1,212,625
Due bank	157,171	226,927
Taxes, etc., pay.	380,986	302,500
Total curr. liabs.	538,157	529,427
Loan & debs.	69,000	125,000
Mtge. pay.	....	21,290
Def. loan	75,000	....
Capital stock	221,233	221,233
Capital surplus	149,562	149,562
Earned surplus	251,868	166,106
‡After depr. res.	119,622	111,400
Working capital	702,807	578,981

What's OLDS got that makes it sell so well?

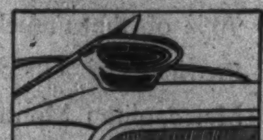


DYNAMIC 88 HOLIDAY SPORTSEDAN

Here are some of the reasons why!

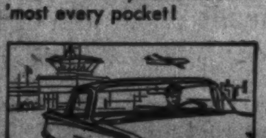
DEMONSTRATED ENGINEERING LEADERSHIP! Behind the name on Oldsmobile's grille you find *traditional* excellence! In every detail of design and construction, Oldsmobile pays the *extra* attention that gives unsurpassed engineering.

PROVEN REPUTATION FOR QUALITY! From front to gleaming rear, Oldsmobile is finished *perfectly*. Oldsmobile owners know from personal experience that Oldsmobile is *built* to deliver longer-lasting pleasure and performance.



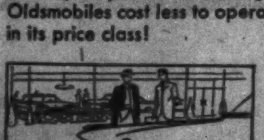
DISTINCTIVE OLDSMOBILE STYLING! There's no other car on the road that has the rich smartness, the unique two-toning, the crisp beauty of line that sets Olds apart from the ordinary wherever it's seen!

COSTS LESS THAN MANY GUESS! An Oldsmobile does look expensive. In fact, many guess an Oldsmobile costs much more than it actually does . . . but you'll find there's a Rocket to fit 'most every pocket!



ROCKET ENGINE PERFORMANCE! The favorite feature of Olds owners is the lively, spirited action they get from the remarkable Rocket Engine . . . it's so quiet, responsive, reliable!

ECONOMICAL OPERATION AND MAINTENANCE! Because it's a quality-built car to begin with, owners report that their Oldsmobiles cost less to operate in the long run than other cars in its price class!



TRADITIONALLY HIGH RESALE VALUE! Official used car figures show that Olds value holds . . . brings a higher percentage of its original cost at trade-in time . . . gives more for your money while you own it!

GET THAT NEW
Olds Feeling!

See why your investment holds when you go over to Olds . . .

AT YOUR LOCAL AUTHORIZED
OLDSMOBILE
QUALITY DEALER'S

O-3439C

The Secretary: Is She Really?

There's a lot of confusion over the title. If this group has its way, only certified gals will get top secretarial jobs in Canada . . .

What is a secretary?

The title is often misleading. It is used today by women holding positions that vary greatly in degree of responsibility — from glorified stenographers to confidential and personal assistant to the senior executive.

Educating the public — and secretaries — to what the "real" secretary is, what she does, what would be expected of her is one of the major projects of the National Secretaries Association.

An international organization of experienced secretaries, NSA was introduced into Canada from the U. S. in 1954. There are now 11 Canadian chapters — in four provinces.

NSA will focus special attention on the distaff side of the modern business team during Secretaries Week — April 19 to 26.

Professional status for the secretary is being strongly promoted by NSA.

Certificates awarded by the NSA-sponsored Institute for Certifying Secretaries recognize a high standard of technical skill, business knowledge and personal aptitude.

To qualify as a Certified Professional Secretary, a candidate must pass examinations in personal adjustment and human relations, business law, secretarial accounting, economics and business administration, secretarial proficiency, secretarial procedures.

"In the U. S., a CPS standing is required for more and more top secretarial positions," said Mrs. Hilda Wilson, vice-president of the Toronto Chapter of NSA. "We hope this will soon come in Canada."

First CPS examinations in Canada were held last year at the University of Western Ontario at London, Ont. A second series will be held at the same university in May.

"Demand for really good secretaries still far outweighs the supply," said Mrs. Wilson, private secretary to Noel Zeldin, vice-president of **Consolidated Building Corp. Ltd.**

And for the "right girl," the executive is willing to pay well.

Starting pay for a "top brass" secretary: $60 to $70 per week.

But there is a limit to salary increases a secretary can expect. There are very few secretaries in Canada earning more $100 per week.

Marriage does not hinder the opportunities of the secretary.

"More career-housewives enter the field every year," Mrs. Wilson told **FP.**

In social prestige, the secretary has never fared better.

The girl who can "manage" an erratic tycoon is admired and respected in and out of the office.

Formal education required of a secretary depends to a large extent on the type of business and the boss.

Some commercial training is essential. Matriculation is recommended and often required. A university degree is certainly an asset, but fewer BA's are entering the secretarial field these days, according to Mrs. Wilson.

"More university grads are looking for jobs with administrative or creative possibilities," she said.

Where does the secretary start in business? Most begin as stenos or junior secretaries, working up through the ranks. Very few start off as secretaries to top executives.

Can a secretary move on to administrative positions?

This depends upon the girl, her boss and the type of organization she works for.

Some do become office managers, personnel managers, etc. But the percentage who move "upstairs" is low, according to Mrs. Wilson.

Most women who have reached the social and economic security of top-paid secretaries prefer to stay where they are.

But the older secretary, whose boss dies or retires is apt to be in a tough spot when she looks for another job.

Despite her experience, few employers are prepared to start her off at anything like the salary she has been earning.

And a cut of $20 to $30 per week is hard to take after years of living in a much higher income bracket.

Alberta Session a Fizzle Instead of Election Tilt

From Our Own Correspondent

EDMONTON — Billed as an exciting pre-election battle, the fifth session of the 13th Alberta legislature, was a dud.

For the last session of an assembly which was heading into a general election, there was a surprising lack of verbal broadsides and excitement.

The House was prorogued April 7, not dissolved as some expected. No election date was announced, though observers expected the call to be in June or August.

The session lasted just over two months. About 100 bills were passed.

The session provided these highlights:

- **A record $309.6 million budget** for the 1959-69 fiscal year.
- **Legislation brining chronic hospital care** under the Alberta hospital insurance program.
- **A bill authorizing the government to start building 52 homes** for the aged throughout the province.
- **Government estimates of a $48-million deficit for the 1959-60 fiscal year.**
- **Provisions for young farmers to borrow** up to $10,000 to purchase land, compared with the previous limit of $7,500. The interest rate is 5%.
- **A bill to provide an expanded program of financial aid to students,** to cost more than $1 million a year.
- **Higher speed limits** on Alberta four-lane highways.
- **A bill to provide a 700-bed hospital** in Calgary.
- **Municipal Finance Corporation put back into operation.** The MFC is expected to go on the open market. Municipalities estimate they will require about $70 million this year.
- **Public utilities commission to review domestic gas rates it has** set not less than once a year.
- **Legislation to repeal Amusement Tax Act.**

Though changes in the Vehicles and Highways Traffic Act, the speed limit on four-lane highways is increased from 60 to 65 mph. The legislation also provides the 60-mph limit can be reduced on roads considered unsafe for higher speeds.

The 65-mph. speed limit likely will take effect July 1, giving Alberta the highest speed limit in Canada.

Natural gas developed as a possible issue during the closing moments of the session. Liberal members warned that the province is in danger of losing control over supply and the prices of gas.

The standing of parties at prorogation:

Social Credit, 37; Liberal, 15; Progressive Conservative, three; CCF, two; Liberal-Progressive Conservative, one; Independent, one; Coalition, one; Independent Social Credit, one.

There are 61 seats in the present legislature.

In the next legislature there will be 65.

The four new seats will result from Edmonton being increased from seven to nine, Calgary from six to seven and a new constituency of Dunvegan in the Peace River district.

Philip Carey Dissidents Win One Board Seat

MONTREAL (Staff) — Interests connected with three associated mining companies have elected one man to the board of directors of **Philip Carey Manufacturing Co.** of Cincinnati.

He is James J. Harris, who with Robert D. Hoffman, Lendall P. Warriner and Hewitt S. West Jr., led a proxy fight for control of the big U. S. producer of roofing and other building materials (**FP**, March 28).

Hoffman is a director of **Thompson-Lundmark Gold Mines, Quebec Cobalt & Exploration Ltd.,** and **Delhi Consolidated Nickel Mines.** These three non-operating companies hold stock in Philip Carey.

The dissident group urged higher production at Philip Carey's East Broughton, Que., asbestos mine. Current rate: 2,200 tons a day.

Company contended the market is glutted and any increase would only contribute to a further oversupply of asbestos. Present output compares with an average 1,000 tons a day from company's old **Quebec Asbestos Corp.** mill which ceased production last August after operating since 1915.

Harris replaces C. C. Merrifield on the nine-man board.

President John W. Humphrey says: "Some 82% of votes cast at the annual shareholders' meeting overwhelmingly supported the present management."

Bank of Montreal

The Bank of Montreal is offering to holders of its Capital Stock transferable Rights to subscribe for additional shares of Capital Stock on the basis of one new share (excluding fractions) for each eight shares held of record on April 17, 1959 at the price of $32 per share, all as described in the Bank's letter to shareholders dated April 7, 1959.

A group, consisting of the undernamed dealers, has agreed to purchase from the Bank of Montreal, at a price to be determined, any new shares, including shares represented by fractions, remaining unsubscribed as at the close of the subscription period on July 10, 1959, and may, subject to certain conditions, buy and sell Rights and/or Shares during the period of subscription.

Information regarding the present offering of new shares by the Bank of Montreal may be obtained from any of the undernamed.

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The 26 stocks Nestor picked:

	Price Mar. 31/59 $	(1) Index of Growth	(2) UV-OV Levels $	% Above UVL	% To OVL	Earnings per share (3) Latest Reported Fiscal Yr. $	Earnings per share Interim (months) $	(4) Indicated Dividend Rate $	Price Earnings Ratio	Yield %	(5) Risk
GROWTH COMPANIES											
Aluminium Ltd.	27¾	16.7	25-50	11	80	0.74	...	■0.70	37.5	2.52	I
Atlas Steels	26½	6.2	16-50	66	89	2.04	...	1.00	13.0	3.77	M
Canada Cement	33⅜	4.5	24-55	39	65	2.60	...	1.00	12.8	3.00	M
Canadian Hydrocarbons	7⅞	8.6	5-15	57	90	0.36 est.	...	nil	21.9	...	S
Dom. Foundries & Steel	45¾	6.0	29-59	58	29	3.12	...	1.20	14.7	2.62	M
Dominion Stores	89½	4.3	50-98	79	9	4.50 est.	2.22 (6)	1.25	19.9	1.40	M
Great Lakes Paper	40¼	15.6	27-56	49	39	1.72	...	1.60	23.4	3.97	M
Howard Smith Paper Mills	43	8.8	24-60	79	39	3.09	...	1.20	13.9	2.79	M
Industrial Acceptance	37¾	6.7	24-49	57	30	3.59	...	1.60	10.5	4.24	M
MacMillan & Bloedel B	42	9.5	24-58	75	38	1.53	0.68 (3)	1.20	27.4	2.86	M
Moore Corp.	105¾	5.5	65-115	63	9	4.58	...	■2.40	23.1	2.27	M
Page-Hersey Tubes	33¼	6.9	26-45	28	35	1.60	...	0.90	20.8	2.71	M
Powell River	40	14.7	29-68	38	70	1.81	...	1.50	22.1	3.75	I
Simpsons Ltd.	37⅛	19.4	20-49	86	32	1.53	...	0.60	24.3	1.62	M
Steel Co. of Canada	75¼	8.3	40-90	88	20	3.79	...	1.90	19.8	2.52	I
Zeller's Ltd.	39	9.7	26-42	50	8	2.24	...	1.20	17.4	3.08	M
NATURAL RESOURCE COMPANIES											
Asbestos Corp.	30½	8.5	28-64	9	110	2.29	...	1.75	13.3	5.74	I
British American Oil	39¾	20.0	30-65	32	63	1.00	...	1.00	39.7	2.52	I
Canadian Pacific Railway	29¾	26.7	19-47	57	58	2.10	...	1.50	14.2	5.04	M
Falconbridge Nickel Mines	28¼	6.5	22-50	28	77	1.88	...	1.20	15.0	4.25	M
Hollinger Consolidated	34⅞	16.0	20-43	74	23	1.00 est.	0.27 (6)	0.48	34.9	1.38	S
Home Oil B	18⅛	*	11-30	65	65	d0.50	...	nil	...	...	S
Imperial Oil	44½	13.6	38-70	17	57	1.61	...	1.20	27.6	2.70	I
International Nickel	88¾	10.7	70-125	27	41	2.71	...	■2.60	32.7	2.93	I
Noranda Mines	52¼	11.4	34-70	54	34	2.10	...	2.00	24.9	3.83	M
Pacific Petroleums	14¾	*	14-30	5	103	d0.27	...	nil	...	...	S

(1) Figures indicate, at current growth rate, number of years in which value of equity behind common stock should double. Index of growth is not as significant in valuation of natural resource companies as their holdings of resources.

(2) UV (Under-Valuation) and OV (Over-Valuation) levels are prices at which the particular stock is adjudged as underestimating or overestimating its rate of long-term growth. See "How to Read the Charts" on opposite page for full explanation of these ratings.

(3) Earnings are for calendar year 1958 except for: Canada Cement (year ended Nov. 30, 1958), Dominion Stores (March 21, 1959), MacMillan & Bloedel (Sept. 30, 1958), Simpsons Ltd. (Jan. 7, 1959), Zeller's (Jan. 31, 1959), Pacific Petroleums (Feb. 28, 1958).

(4) Based on current rate or payments in 1958.

(5) I, M, S, equal Investments, Medium and Speculative quality, respectively. Factors of importance in determining the investment risk are the nature of capitalization (debt, preferred and common ratios), continuity of earnings and dividend, relative size of the firm in its industry, current financial ratios, extent of activity in shares, and its investment and financial sponsorship.

* More than 40 years.

■ U. S. currency.

d Deficit.

Growth Stocks

Nestor's Choices Climb Again

By RODNEY TOUCHE

CHURNING trend of the stock market in first-quarter 1959 has confined Nestor's 26 Selected Growth Stocks to only a modest appreciation.

Average gain of 3.7% for the group is less than any of the preceding four quarters of 1958. (They followed this growth pattern: First quarter, 7.2%; second, 8.5%; third, 10.3%; fourth, 5.9%.)

But the slight improvement has nonetheless pushed up the group to a record high, 84.2% above the level at which the stocks were chosen six years and three months ago.

And the appreciation of the 16 "growth" company stocks has been a remarkable 118.7%.

Performance of Nestor's very diversified group has been restricted mainly by weakness in the natural resource companies, particularly in the oil industry, whose outlook is clouded by over-supply, weakening world prices and, closer to home, implications of the Borden Commission report.

Among the 10 companies in the natural resource group, only four have improved in the last quarter. They are: **Canadian Pacific Railway** (still below its original 1952 price), **Hollinger Consolidated Gold Mines, International Nickel and Noranda Mines.**

Hollinger has achieved the most outstanding gains in the natural resource group. Stock price has climbed 55.9% in the last year. Operating results for 1958 have yet to be published, but estimates put earnings at $1 per share compared with 1957's $1.58. However, the outlook for the iron ore market coupled with the speculative attractions of a gold producer have stimulated special investment interest.

Inco's and Noranda's gains can be attributed mainly to better prospects for copper and (in Inco's case) nickel. CPR stock has benefited from the improved climate for senior industrials as well as a consistently high yield.

As a group, however, the 10 natural resource companies have suffered an average decline of 1.5% in the last three months. This has detracted from the 6.9% gain of the 16 growth companies, of which all but three showed improvement. Exceptions were **Aluminium Ltd., Canada Cement** and **Industrial Acceptance.**

Among the growth companies, MacMillan & Bloedel B, up 19.1%, has made the greatest gain in first-quarter 1959. Its earnings for the three months ended Dec. 31, 1958 (first quarter of company's fiscal year) were up more than threefold on a year earlier (68c per share vs. 22c).

Moore Corp., whose plans for a three-for-one stock split and a 20% boost in dividend payments were recently announced, has risen 16.5%.

In third place, up 13.4%, are **Simpsons Ltd.** (see opposite page) and **Great Lakes Paper** (whose president recently confirmed prospects for increased earnings in 1959).

The new peak reached by Nestor's 26 stocks on March 31 strengthens a position reached three months ago when the group first rose above an earlier peak attained in 1956. At that time, three years ago, the average gain on December, 1952, starting prices, was 67%.

It had fallen to 25.2% by the end of 1957. Since then it has climbed rapidly to the current 84.2%.

The rise has been accompanied by inflated price earnings ratios and reduced yields.

On the basis of most recent earnings, supplemented by **FP** estimates of three companies whose 1958 results have yet to be announced, the 26 stocks are selling at an average of 20.8 times earnings. (For the 16 growth companies, the ratio is 18.2; for the 10 natural resource companies, two of which have no earnings, the ratio is 26.8.)

The 20.8 ratio for the 26 compares with 13.7 a year ago and 16.0 three years ago, when the group was at its previous peak.

Average yield of the 26 stocks has fallen from 3.65% a year ago (and 3.46% in March, 1956) to a current 2.75%. The yield is 2.69% for the growth group, 2.84% for the natural resource companies.

In the same 12-month period, the **Moss, Lawson** average yield of 114 dividend-paying common stocks has dropped from 4.74% to 3.96%. The Nestor selections (chosen solely for growth potential) include three companies not paying a dividend.

Since 1958 operating results became known, Nestor has revised the undervaluation and over-valuation levels of three companies, **Dominion Foundries & Steel** (now $29-$59 compared with $26-$55), Moore Corp. ($65-$115 compared with $60-$97) and Simpsons Ltd. ($20-$49 vs. $17-$39).

The index of growth of 14 securities has been changed. It is now estimated that at their current rate of growth the equity behind the common stock of 11 of these companies will double in a slightly shorter period. The 11 are: **Atlas Steels, Canadian Hydrocarbons,** Dominion Foundries, Great Lakes Paper, Industrial Acceptance, **Page-Hersey,** Simpsons, **Steel Co., Falconbridge, Imperial Oil** and Inco.

Three companies for which the period has been lengthened slightly are **Powell River** (14.7 years instead of 14.4), **Zeller's** (9.7 vs. 9.6) and **B-A Oil** (20.0 vs. 16.7).

Their growth record:

	MARKET PRICE Mar. 31/59 $	MARKET PRICE Dec. 31/58 $	MARKET PRICE Mar. 31/58 $	MARKET PRICE Dec. 31/52 $	PERCENTAGE CHANGE Dec. 31/58 Mar. 31/59 %	PERCENTAGE CHANGE Mar. 31/58 Mar. 31/59 %	PERCENTAGE CHANGE Dec. 31/52 Mar. 31/59 %
GROWTH COMPANIES							
Aluminium Ltd.	27¾	31¾	28	16.79	—12.6	—0.9	+65.3
Atlas Steels	26½	25½	16¼	20¼	+3.9	+63.1	+30.9
Canada Cement	33⅜	34	27¾	18⅝	—1.8	+20.3	+79.2
Canadian Hydrocarbons	7⅞	7¾	8¼	*	+1.6	—4.5	*
Dom. Foundries & Steel	45¾	41¾	26¼	*	+9.6	+74.3	*
Dominion Stores	89½	84¼	56¼	14¼	+6.2	+59.1	+528.1
Great Lakes Paper	40¼	35½	31½	*	+13.4	+27.8	*
Howard Smith Paper M.	43	40	29	17½	+7.5	+48.3	+145.7
Industrial Acceptance	37¾	39¼	30½	15	—3.8	+23.8	+151.7
MacMillan & Bloedel B	42	35¼	25½	17¾	+19.1	+64.7	+136.6
Moore Corp.	103¾	90¾	68½	*	+16.5	+54.4	*
Page-Hersey Tubes	33¼	31	29	*	+7.2	+14.6	*
Powell River	40	36⅛	30	23½	+10.7	+33.3	+70.2
Simpsons Ltd.	37⅛	32¾	17¾	11⅞	+13.4	+109.1	+212.6
Steel Co. of Canada	75¼	68½	53½	*	+9.8	+40.6	*
Zeller's Ltd.	39	35½	28	18¾	+9.9	+39.3	+108.0
NATURAL RESOURCE COMPANIES							
Asbestos Corp.	30½	35	31¾	25½	—12.8	—3.9	+19.6
British American Oil	39¾	39¾	36⅜	20⅝	unch.	+9.3	+92.7
Canadian Pacific Rlwy.	29¾	28	24½	32¼	+6.2	+21.4	—7.8
Falconbridge Nickel M.	28¼	28½	23	22½	—0.9	+22.8	+25.5
Hollinger Consolidated	34⅞	31¼	22⅜	15½	+11.6	+55.9	+125.0
Home Oil B	18⅛	19¼	14¼	*	—5.8	+27.2	*
Imperial Oil	44½	45	40¾	35¾	—1.1	+9.2	+24.5
International Nickel	88¾	85⅝	72½	*	+3.9	+22.4	*
Noranda Mines	52¼	52⅛	40¼	37½	+2.4	+29.8	+39.3
Pacific Petroleums	14¾	18	17¼	12	—18.1	—14.5	+22.9

Note: Price adjusted for stock splits where applicable.

*Not then selected.

Performance:

How They've Fared

Up 84.2% Since They Were Chosen

Dec. 31/52—March 31/59

	Growth Companies %	Natural Resource Companies %
Selected Growth Stocks	+118.7	+28.9
The Averages	+64.0 (a)	—0.5 (d)
	+49.7 (b)	+6.6 (e)
	+55.0 (c)	+43.6 (f)

Up 32.6% Since Year Ago

March 31/58—March 31/59

	Growth Companies %	Natural Resource Companies %
Selected Growth Stocks	+41.7	+18.0
The Averages	+24.9 (a)	+19.0 (d)
	+27.8 (b)	+3.3 (e)
	+21.6 (c)	+32.8 (f)

And Up 3.7% in Last Quarter

	Growth Companies %	Natural Resource Companies %
Selected Growth Stocks	+6.9	—1.5
The Averages	+2.6 (a)	+3.5 (d)
	+5.4 (b)	—2.6 (e)
	+1.6 (c)	+7.2 (f)

Note: The averages used are:
(a) Toronto Stock Exchange Industrials Index.
(b) Montreal Stock Exchange Indust. Index.
(c) DBS 95-stock Investors' Price Index.
(d) TSE Base Metals Index.
(e) TSE Western Oils Index.
(f) MSE Golds Index.
Figures for growth stocks are based on assumption that equal amount of money invested in each stock in the list.

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SELECTED GROWTH STOCKS

This is an exclusive series on 26 Selected Growth Stocks chosen by one of the continent's most prominent and successful investment advisers. Each company will be reviewed here quarterly. This series does not constitute a recommendation to buy.

Simpsons Holds the Costs Line Profit Ratio at 10-year High

- Simpsons and Simpsons-Sears sales still climbing . . .
- Some estimates put Stelco '59 earnings at $5.25 . . .

By NESTOR

SIMPSONS, LTD. achieved consolidated net earnings in the 52 weeks ended Jan. 7, 1959, of $4.6 million, equal to $1.53 per share, a gain of 27.7% on the $3.6 million, or $1.21 per share, earned in the preceding 53-week period.

The gain was made from an increase in sales of 2.8% from $143.3 million to $147.4 million.

Percentage of net earnings to net sales rose to 3.1%, a substantial increase on preceding peak ratios of 2.5% in 1957 and 1953.

This pattern of improvement by Simpsons was followed at an even faster rate by **Simpsons-Sears,** a subsidiary 50% owned by Simpsons and 50% by **Sears, Roebuck & Co.,** Chicago.

Simpsons-Sears net earnings in the same period climbed 91% from $3.1 million to $6 million. Sales rose 6.4% from $191.6 million to $203.9 million.

Ratio of net profit to sales almost doubled from 1.6% to 2.9%.

To sum up the performance of the two companies: Of their increases in sales last year, the amount carried through to operating profits was 37% in the case of Simpsons and 42% in the case of Simpsons-Sears.

Simpsons share of Simpsons-Sears' earnings was 33c per Simpsons share, compared with 50c in 1957 and 40c in 1956. On a combined basis, Simpsons earnings per share can be calculated as having increased 43.8% from $1.71 to $2.46.

Main reason in the case of both companies for the substantial improvement in profit ratio was a marked improvement in operating costs, **FP** understands.

This year, operating costs of Simpsons, particularly wages, are running at a higher level. While the company's sales are understood to have increased more than 5% in the first three months of the current fiscal year, operating profits are at about the same level as a year ago.

Outlook for the next three months is considered to be quite good, but unless large sales increases are obtained, net profit will probably run at about the 1958 level.

Simpsons-Sears' sales, however, are showing a satisfactory gain and profits are running somewhat ahead of last year.

Simpsons-Sears' earnings growth in the long-term is expected to have substantially greater potential than Simpsons. In little more than five years, Simpsons-Sears has opened 37 retail outlets, one third of them major retail stores. They have yet to all reach maximum efficiency.

On the basis of current indications, Nestor has increased the under-valuation level of Simpsons common stock from $17 to $20 and the over-valuation level from $39 to $49. Growth rate of equity (index of growth) has been increased from 20.6 years to 19.4 years.

At recent market price of $37, common stock is 85% above UV level ($20), could rise 32% before reaching OV level ($49). Price is 24.2 times 1958 earnings of $1.53 per share. Yield is 1.62% at indicated annual dividend rate of 60c per share. Price this year has ranged between a high of $38½, a low of $32.

• • •

STEEL CO. OF CANADA results for 1958 were affected extensively by the 86-day strike at the Hamilton works. Consolidated net earnings fell 22.6% to $16.4 million, from $21.1 million in 1957. Sales totaled $225.2 million, 18% lower than 1957's $274.8 million.

Earnings were equal to $3.79 per share compared with $4.90 per share in 1957. It has been estimated by investment analysts that at least $5 per share would have been earned if it had not been for the strike.

A further estimate puts 1959 earnings, at current operating levels of about 90% of capacity, at $5.25 per share. The company is reported to have been operating at slightly above the industry average level of capacity since early November, when the strike ended.

An investment review of Stelco by the Montreal investment firm, **Collier, Norris & Quinlan,** comments: "Perhaps the most encouraging point about the 1958 results was the improvement in profit margins at the operating level. On sales of $225 million, profits of $49.5 million before depreciation, tax, etc., amounted to 22%. In 1957, profits of $59.8 million amounted to 21.7% on sales of $275 million.

"The difference might have appeared negligible in the normal way, but considering that employment costs were reduced by only 15% as a result of the strike, and that shortages of some grades of steel and dependence on purchased materials adversely affected efficiency, it seems clear that profit margins would have improved even more if there had been no interruption."

Outlook for Canada's steel industry this year is for continued rise in domestic demand, particularly for flat-rolled products. Many types of steel are already in tight supply.

The main threat to sales and earnings gains, however, is the prospect of increased competition from imports when the Seaway opens.

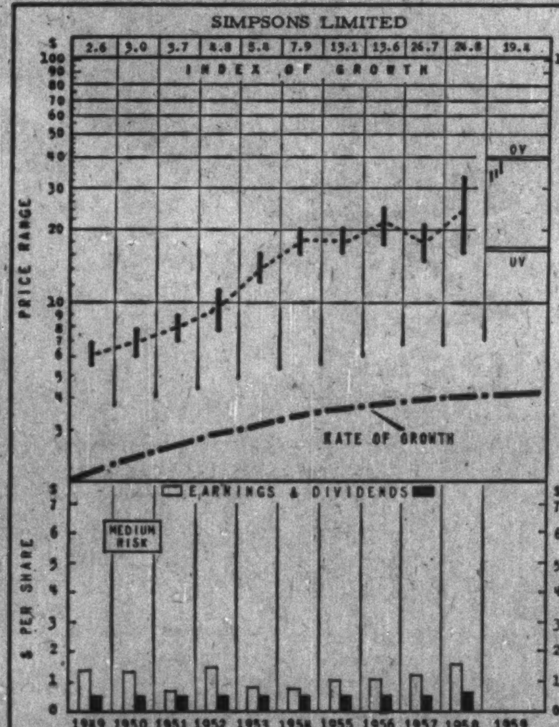
Stelco has improved its position by virtual completion of the $70 million expansion program begun three years ago. All production facilities except the second electrolytic tinning line came into use in 1958. The tinning line will be completed this year.

Increased facilities for supplying the pipe market are expected to be available late this year when the company's $10-million continuous buttweld pipe mill is completed. It will make pipe in sizes ranging from ⅜ in. to 4 in.

Appreciable saving in future capital investment is expected to result from a recent development in which beneficiated iron ore pellets are used in conjunction with a "self-fluxing" fine limestone sinter. Effect is to permit greater production of pig iron from existing blast furnaces.

At recent market price of $72½, common stock is 81% above UV level ($40), could rise 24% before reaching OV level ($90). Price is 19.2 times 1958 earnings of $3.79 per share. Yield is 2.62% at indicated annual dividend rate of $1.90 per share. Price this year has ranged between a high of $79, a low of $68½.

SIMPSONS LIMITED



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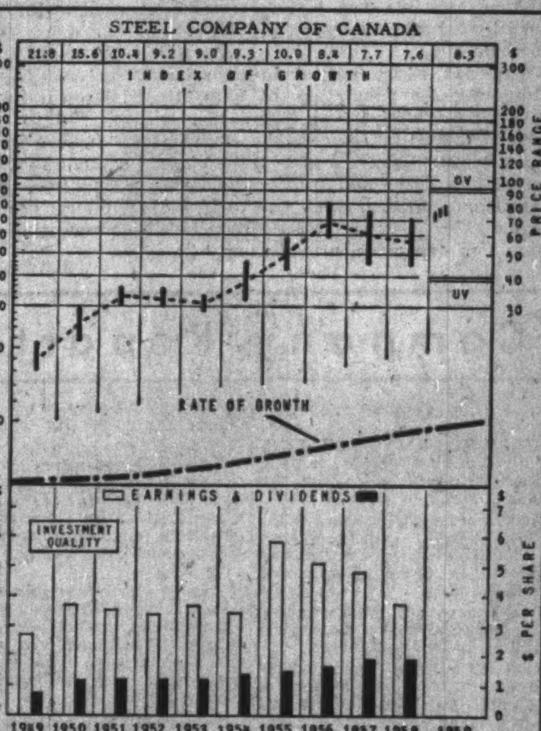

How to Read Nestor's Special Stock Charts

INDEX OF GROWTH: The rate at which the value of the equity behind the stock is doubling as determined by the growth rate at which it entered the year. A figure of 5.6 for the present year would indicate that at its current growth rate the equity value is doubling every 5.6 years.

PRICE RANGE: The annual high low and mean price Monthly ranges for the current year.

UNDERVALUATION AND OVERVALUATION PRICE LEVELS. Shown by the narrow horizontal lines above and below the stock's price range indicating price at which the particular stock is adjusted as underestimating or overestimating its future rate of growth. A stock showing a fast growth rate will sometimes anticipate growth by two or three years. In this case it may not be so attractive a purchase relatively as some other fast-growing stock that is not anticipating its growth beyond the immediate present. Other factors such as rate of growth and investment quality will also enter into the comparison an investor will want to make.

Without these UV or OV levels a current quotation of, say, 55 or 75 would carry no significance regarding long-range value. The UV/OV levels also permit judgment as between one stock and another. They are not designated points of purchase or sale nor do they attempt to show what will be a stock's bottom or top figures in any given year.

RATE OF GROWTH: The rate as based on Nestor's tests at which the company is showing underlying or long-term growth. This will determine the price trend of the company's common stock over a period of years and in most instances the trend of dividend payments.

**Background and principles behind the selection by Nestor were discussed in a special article in FP, Jan. 10, 1953. A limited number of reprints are available on request.*

New Highs and Lows

During the week ended April 11, 66 new highs and 38 new lows were recorded among the general stocks on Canadian stock exchanges. In the mining group there were 37 new highs and 26 new lows. In western oils there were nine new highs and 26 new lows.

GENERAL

New Highs — 1959

Abitibi 4½% pr
Arcan Corp.
Blue Ribbon pf
Brazilian Tr.
Br. Am. Bk. Notes
B.C. Packers A
Calgary Pwr.
Can. Cr. & C. St.
C. Packers B
Can. Vinegars
Cdn. Cottons
Cdn. Dredge
Cdn. Oil
C. Pr. & Pa. Sec.
Conduits Nat.
Coronation Mtg.
Cosmos Imperial
Crown Trust
Davis Leather
Dom. Electro rts
Eddy Paper
Do A
Electrolux
Fibre Prod. pfd
Fittings A
Ford Mtrs. (U.S.)
Freiman
Gen. St. Wares
Do pref.
Gt. West Saddlery
Gt. Winn. Gas
Do '56 warr.
Horner F. W. A
Imp. Flo-Glass
Int. Util.
Invest. Synd.
Loblaw Groc.
Loblaw Inc.
M.P. Gardens
Mercury-Chip.
Mexican Lt.
Molybdenum
Morgan H.
Nat. Drug
Ont. Jock. C. w
Orange Crush
Penmans
People's Cr. Jr.
Power St. pfd
Reitman's
Robinson Little
Do A
Royal Bank
Silverwoods B
Southam
Stedman Bros.
Sup. Propane
Do warr
Tip Top Can. A
Tip Top Tailors
Trans-Can. C.F.
Union Gas 5½% p
Webb & Knapp
Wood Alex
Wood J. pfd
York Knit. A

New Lows — 1959

Alaska Y. Refin.
Algoma Cent.
Aluminium
Atlas Steels
Bk. Cdn. Nat.
Do warr
Bell Tel.
Do rights
B.A. Oil
Brown Co.
Build Prod.
Bulloch's B
Can. Iron 4½% p
Cdn. Br. Alum. A
Cdn. Bronze
Cdn. Cel. $1.00 p
Cdn. Int. Pwr.
Cons. Min. & Sm.
Cons. Paper
Dupont of Can. p
Gord. Mackay A
Gurney Pr. p
Hardee Farms
Do pref.
H. Smith Pap.
Hughes Owen A
Imperial Tob.
Lafarge Cem. A
Lob. Gro. A 1st p
Noranda
N. Star Oil '56 w
Northwest U. p
Price Bros.
Shop & Save rts
Toronto Iron
Do A
Westeel
J. Wood A

MINING

New Highs — 1959

Alta
Arjon
Aumacho
Belleterre
Can.-Erin
Cariboo
Castle Treth.
Chesterville
Coniaurum
Conkey
Cons. Bellekeno
East Malartic
Fab
Frobisher
Fundy
Head of Lakes
Heath
Kilembe
Do C warr
Malartic
Monpre
New Bidl's
N. Formaque
Northern Can.
Obaska
Oka
Orchan
Pac. Nickel
Paudash
Paymaster
Peerless
San Antonio
Sturgeon R.
Taurcanis
Tombill
H. G. Young
Zenmac

New Lows — 1959

Agassiz
Akaitcho
Anglo-Huronian
Brunsman
Brunswick
Cent. Manitoba
C. Min. & Smelt.
Copper Man.
Friday
Greyhawk
Hudson Bay
K. Addison
Multi Min.
N. Cronin
N. G'dvue
Nickel M&S rts
Noranda
Pend. Oreille
Portage warr.
Rix A'basca
Satellite
Sherritt Gordon
Stanrock
Steep Rock
Towagmac
United Asb.

OILS

New Highs — 1959

Bluewater
Braisaman
Calvert
Dynamic Pet.
Midcon
New Davies
Place Gas
Siscalta
Wayne

New Lows — 1959

Anchor
Asamera
Bail. Selb. 5% p
Calgary & Ed.
Can. Oil Lds.
Do warr
Cdn. Chieftan
Cdn. Export Gas
Cdn. Homestead
Cdn. West. Oil
Fargo
French Pet. pf
Gt. Plains
Henderson
Home A
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UN. 6-3477

AIR BUBBLES keep New Brunswick ferry lane open through coldest weather. Experiment has worked for two winters.

More Fish, More Tourists By Bubbles

Underwater bubbles do more than keep waterways open. They keep fish alive . . .

From Our Own Correspondent

SASKATOON—A Saskatchewan experiment this winter has been successful in paving the way for reducing winter kill of fish.

Significance: More fish for sportsmen.

When small freshwater lakes freeze, the ice cover prevents oxygen from entering the water from the atmosphere.

Fish and plants use up the available oxygen supply and, if it's a long, tough winter, by the end of January or February thousands of fish die.

What could have been a good sport fishing season on that particular lake the following summer is mediocre or worse.

Solution: Either stock the lake with small fish in the spring or provide more oxygen for the water during the winter.

Method number one is costly. It provides only small fish and therefore time is required before they reach the size to give fishermen thrills.

Method number two is endorsed by fisheries biologists in Saskatchewan.

"Why not assist nature in maintaining its population of larger sport fish by seeing that water gets oxygen," says F. M. Atton, of Saskatoon, senior biologist of the Fisheries Branch, Department of Natural Resources.

"It's less expensive, provides better angling immediately, and is simple to carry out."

How is oxygen introduced into a frozen lake?

It involves keeping a section of the lakes open so the water can absorb oxygen from the air.

The Yorkton Fish and Game League and the York Lake Parks Board tried out the method in York Lake, Sask.

A weighted plastic hose perforated with small holes at 20-ft. intervals was placed in the lake last fall. An open end was left on the shore.

In the sub-zero cold of February, they hooked up an air compressor.

The air bubbles dissipated 2½-ft. thick ice.

An open area 30 yd. wide and 200 yd. long resulted, a place where there would always be a good supply of oxygen in the water, a haven for fish.

Introduction of the air itself does little to increase oxygen content of the water. It has been demonstrated that the oxygen content goes up only after the water is exposed to the atmosphere.

Assessing the results of the experiment in an interview with **FP**, Mr. Atton was enthusiastic.

"Since the method increases the oxygen content of the lake, we see the possibility of it being used widely if local groups interested in conservation take it up," he said.

Company Reports

Oil

PEACE RIVER OIL PIPE LINE had a net profit of $154,941 in 1958, almost four times larger than the $40,761 of 1957.

Plant investment increased $133,412 to $7,169,330, largely reflecting additional lease connections and expansion of pump stations and storage facilities.

Four lease connections were added in the South Sturgeon Lake field and three in the Kaybob area.

Total throughput amounted to 3,811,380 bbl. or a daily average of 10,442 bbl. Estimates for 1959 call for an average throughput of 13,063 bbl., states E. D. Loughney, president.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Transport. revenue ..	$976,139	$789,954
Add: Other income ..	116,054	57,558
Less: Oper. exps.	292,203	282,683
Interest	210,938	210,936
Depreciation	303,567	283,283
Amortization	5,844	5,847
Deferred inc. tax ..	124,700	24,000
Net profit & surplus .	154,941	40,761
Shares o/s at Dec. 31:		
Common, $10 par ..	187,502	187,502

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash & deposits	$504,009	$63,536
Short-term inv.	701,670	695,583
Accts. rec.	124,315	60,166
Inventories	54,746	354,764
Dep. & prep. exps. ..	4,290	25,663
Total curr. assets ..	1,389,030	1,199,712
Deferred chgs.	38,051	43,847
Oil supply	296,331	......
Fixed assets*	6,358,752	6,526,965
Total assets	8,082,173	7,770,524
Total curr. liabs. ..	643,854	141,846
Funded debt	5,155,000	5,625,000
Deferred inc. tax	159,700	35,000
Capital stock	1,875,020	1,875,020
Earned surplus	248,599	93,658
*After deprec. of ..	810,578	508,953
Working capital	745,185	1,057,866

CANADIAN DELHI OIL had a net loss of $1,339,209 in 1958 ($1,092,414 in 1957).

Operating income jumped 82% to $375,214, reflecting initial sales of gas from Cessford field which started late in the year, President C. W. Murchison states.

From start of sales in November, deliveries were built up to 31 million cu. ft. daily by year-end. Sales are expected to reach $52 million cu. ft. daily by late 1959.

Net oil production averaged 330 bbl. daily through 1958. An extensive development program scheduled for this year may boost daily output to 1,500 bbl., Mr. Murchison says.

Total of 30 exploratory and development wells were drilled, ahead from 17 in the previous year. Program resulted in 21 commercial producers, eight abandoned wells, and one suspended awaiting further examination.

Foreign search was started in cooperation with French partners. **Franco Delhi**, a wholly-owned subsidiary, is the operating company and has extensive exploration program under way on concessions in French Algeria.

Sale of $10 million 5½% debentures permitted retirement of a $2 million bank loan as well as payment of company's share of costs of gas processing plant in the Cessford area.

CONSOL. INCOME ACCOUNT

Years Ended Dec. 31:	a1958	1957
Oper. income	$375,214	$206,769
Add: Interest	100,523	24,855
Misc. income	16,480	7,843
Prof. sale assets ...	26,803	‡28,104
Less: Gen. & admin. exps.	466,993	378,692
Depr. & depl.	234,267	131,164
Interest exp.	520,178	524,564
Lease rentals	175,817	159,821
Dry holes & aband.	145,506	109,536
Bond disc. & exp. w/o	15,388	......
Net loss for year	1,339,209	1,092,414

aIncludes accounts of Franco Delhi S.A.
‡Loss.

Shs. o/s at Dec. 31:		
Common, 10c par ..	4,191,513	4,191,513

CONDENSED CONS. BALANCE SHEET

As at Dec. 31:	a1958	1957
Cash	$237,501	$129,469
Accts. rec.	456,434	198,013
Materials & supp.	181,264	163,750
Sundry	32,914	13,107
Securities	2,733,061	......
Total curr. assets ..	3,741,174	504,339
Investments*	3,538,790	3,331,156
Invest. in & adv. to affil.	147,136	249,797
Plant, prop. & equip.† .... Undevel. prop.	4,084,769	3,094,562
Other assets	553,721	63,144
Total assets	16,965,590	9,742,938
Note pay.	24,104	1,500,000
Accts. pay.	508,303	565,652
Total curr. liabs. ..	532,407	2,065,652
Funded debt	20,228,370	10,133,464
Capital stock	419,151	419,151
Capital surplus	5,682,022	5,682,022
Deficit	9,997,560	8,558,351
aIncludes accounts of Franco Delhi S.A.		
*Market value	20,854,367	13,681,000
†After depr., depl. of	704,312	480,000
Working capital	3,208,767	‡1,561,318

‡Excess of curr. liabs. over curr. assets.

Commitment — Co. is obligated to purchase $6,470,500 principal amount of 5½% Notes of Trans-Canada Pipe Lines Ltd. commencing 1959.

Bubbles Free Cable Ferry All Winter

From Our Own Correspondent

FREDERICTON—For the second winter, New Brunswick's air-bubble ice-freeing experiment on one of its 28 public river ferry runs has proved successful.

Public Works officials say that, despite continuous zero and sub-zero weather, the department was able to keep its cable ferry between Gondola Point and Reeds Point on the Kennebecasis River on its regular daily summer service from the last week in November until Feb. 28.

Only hitch: Drifting snow clogged the 2,100-ft. ice-free lane and prevented the 68-hp. ferry from operating during the week of Feb. 28 to March 6.

Otherwise, the air-bubble pipeline laid under the water at an average depth of 60 ft. kept the lane free of ice even when the water on either side froze to a depth of 32 in.

George Titus and Lowell Lamb, operators of the ferry, explained it was only necessary to operate the air compressor from two to three hours each day to keep the lane open, even in the coldest weather.

Cause of the one-week close-down:

Heavy drifting snow clogged the lane with slush and ice.

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J. P. MORGAN & CO.
INCORPORATED
NEW YORK

Statement of Condition March 31, 1959

ASSETS

Cash on hand and due from banks..............	$229,751,834
United States Government securities..........	223,708,134
State and municipal bonds and notes..........	68,317,685
Other bonds and securities....................	8,753,191
Loans and bills purchased.....................	345,767,773
Accrued interest, accounts receivable, etc......	4,860,511
Stock of the Federal Reserve Bank............	2,100,000
Investments in Morgan Grenfell & Co. Limited, Morgan & Cie. Incorporated, and 15 Broad Street Corporation............	5,935,000
Banking house..............................	3,000,000
Liability of customers on letters of credit and acceptances..................	23,042,244
	$915,236,372

LIABILITIES

Deposits: U. S. Government..................	$ 28,198,656
All other..........................	697,465,162
Official checks outstanding..................	68,457,961
	$794,121,779
Accounts payable, reserve for taxes, etc.........	8,862,518
Acceptances outstanding and letters of credit issued...........................	23,042,244
Capital—350,000 shares......................	35,000,000
Surplus......................................	35,000,000
Undivided profits............................	19,209,831
	$915,236,372

United States Government securities carried at $46,450,353 in the above statement are pledged to qualify for fiduciary powers, to secure public monies as required by law, and for other purposes.

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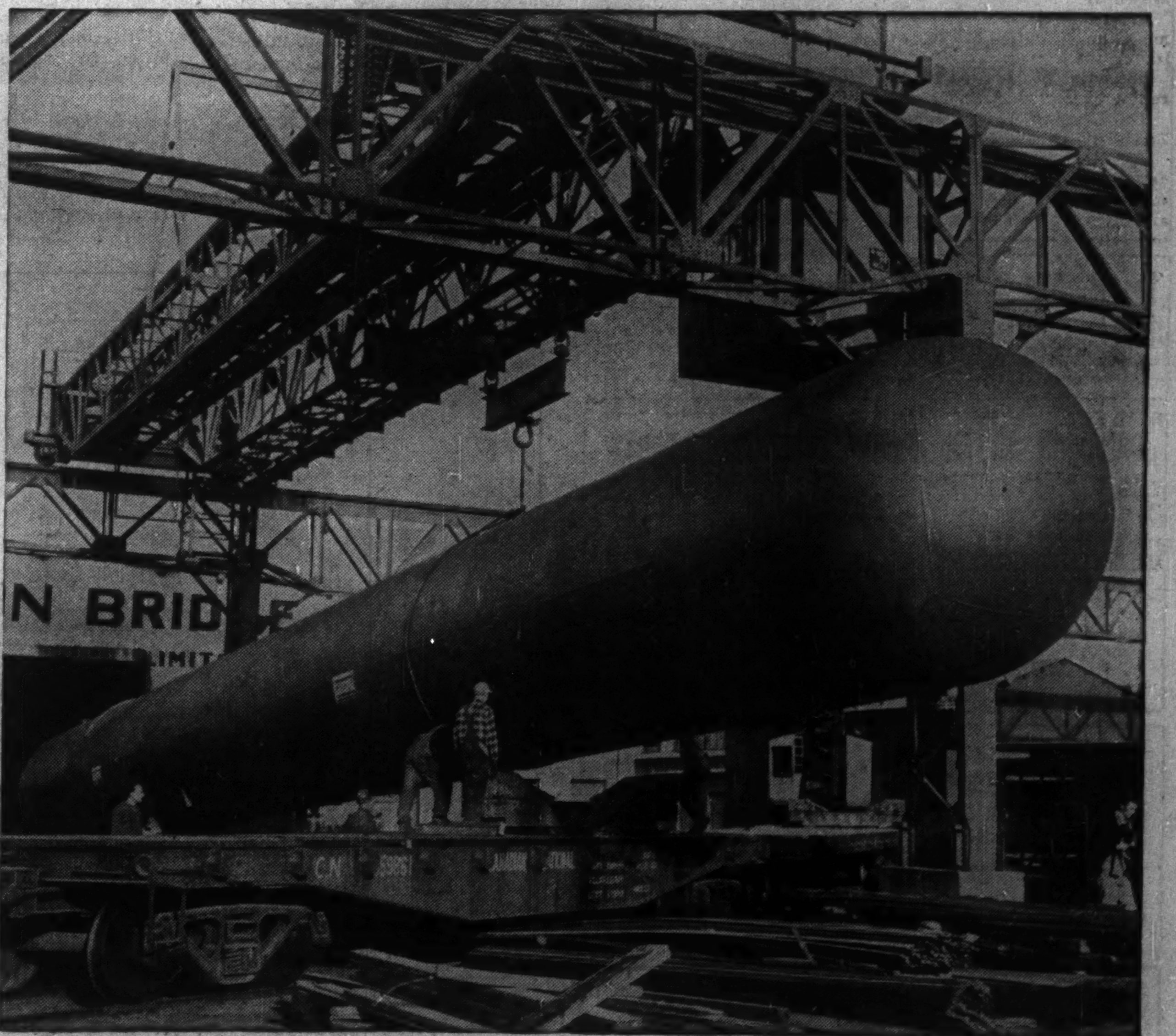
Set June Date For Farm Meeting

Agricultural Institute of Canada and affiliated societies will hold the 39th annual convention June 22-25 in Winnipeg.

Theme of the meet will be "Education for Agriculture."

Several papers will be presented at the convention which is scheduled to be held at the University of Manitoba.



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How Dr. Solandt Plans a Campaign To Get Industry

CNR this week opens a $25,000 drive to bring industry to Canada. Here's how a top research team planned it . . .

By CLIVE BAXTER

MONTREAL (Staff) — The top-level executive today is a hard man to reach.

Bombarded daily by mountains of literature, requests, suggestions and demands, he surrounds himself with a protective curtain of assistants and secretaries with strict orders to sift out all but the most important messages.

This insulation presents an imposing problem for the man or company with a sales message.

For two years **Canadian National Railways** has been planning a campaign to thrust a special sales pitch onto the desks of 1,200 key U. S. executives.

This week the first salvo of the $25,000 campaign was fired.

If it works:

- It will set a precedent for direct mail hard-sell.
- And Canada may win new industry.

This is the background:

CNR is anxious to attract new business establishments along its rail lines. One of the most attractive potentials is the U. S. company with an eye to opening a Canadian subsidiary.

The railways' Research and Development Department, headed by Dr. O. M. Solandt, set out to find how many U. S. concerns might reasonably be expected to have Canadian ambitions.

Some ground rules were drawn up.

First, only companies with a minimum of $1 million capitalization were selected.

Second, they must already be selling their products in Canada.

Third, they must not have a Canadian subsidiary already.

This third clause called for detailed detective work to make sure the companies were not already in Canada acting through a subsidiary with another name.

Finally a list of 1,200 companies was produced.

Mostly established in the northeastern and mid-western industrial areas, the firms were mainly in textiles, chemicals, machinery and general manufacturing.

A few companies that filled the bill in all other respects were discarded because — in CNR's view—their field was already over-competitive in Canada. These included breweries and cement manufacturers.

"By last year we knew who we wanted to reach," a CNR spokesman explained. "Next came the questions of what to say and how to get the message over?"

An advertising program in leading U. S. business publications was considered. This was felt to be over-expensive as the message would overflow the chosen 1,200 — and probably wouldn't have enough impact anyway.

"Obviously the best thing to do was to write to the key man in each company directly," the spokesman said. "But at once that puts us in the direct mail battle with thousands of others competing for the executive's precious time and attention.

"If this campaign was going to have any success at all, we had to try something new and different."

CNR's planners got to work in co-operation with the line's New York advertising agency. It was felt the railway had a good sales message to deliver, one that would make an impression.

But how could it penetrate the outside protective layers that surround the decision-makers?

Solution was simple, if expensive.

It was decided with each sales message there must be a gift of such value, or apparent value, that no one junior to the boss would be ready to take responsibility for withholding it.

Initially it was planned that the first letter of a series of five should contain a Canadian dollar bill. Along with it would go a letter pointing out that it was worth more than a U. S. dollar, and describing the advantages of establishing in Canada.

"This had considerable merit," one of the planners told **FP**. "After all the executive's secretary would be unwilling to pocket the dollar because that would be stealing. She would really feel obliged to pass it on —which is exactly what we wanted."

However, the dollar was eventually discarded as being in bad taste.

Another planned gift also was thrown out. That was a pair of cuff links made from Canadian one-cent pieces. CNR's legal department found this was illegal under the Currency Act.

Finally this list of gifts was selected:

- **A railway spike** with the executive's name engraved on it, intended as a paper weight. Letter enclosed concerns CNR expansion in Canada and general opportunities. Mailing date: April 15.
- **An illuminated screw driver.** This is an attention-getter with a practical angle for the do-it-yourself man. Letter "throws light" on Canadian market. Mailing date: April 29.
- **A vinyl plastic luggage tag** with executive's name and address engraved along with a maple leaf. Letter deals with advantages of traveling to Canada. Mailing date: May 13.
- **A box of Canadian mineral samples** and a copy of Canada Year Book for 1958. Letter stresses Canada's natural wealth. Mailing date: May 27.
- **A pair of cuff links with gold maple leaf design,** aimed to coincide with Father's Day. Wrap-up letter inviting executive to contact CNR representative for further information. Mailing date: June 10.

Cost of the whole program will be around $25,000—or just over $20 per executive.

Will it pay off?

CNR's planners concede it is a gamble.

However, they feel sure that now is the time to win U. S. companies which are emerging from a period of business recession. Feeling is that companies that had shelved Canadian plans might be triggered into reopening the matter.

"If we can convince just one of the companies to come to Canada and set up operations somewhere on our rail system the cost of the campaign will be more than repaid," CNR estimates.

At least, CNR is sure it has found a way of penetrating the executive cocoon.

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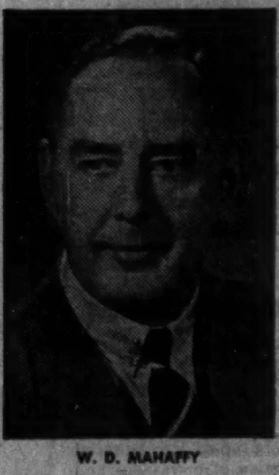
ANNOUNCEMENT

CANADIAN SALT DIRECTOR



W. D. MAHAFFY

At the Annual Meeting of The Canadian Salt Co. Ltd. on March 25th, W. D. Mahaffy, Assistant General Manager, was elected a director of the company. Mr. Mahaffy will fill the vacancy on the board due to the resignation of Mr. G. M. Duck, because of ill health. Mr. Mahaffy was also elected a director of The Canadian Salt Co. Ltd.

Cartier Mining Contract Goes to Perini, U.S. Firm

MONTREAL (Staff)—Multi-million-dollar contract for construction of a giant iron ore concentrating plant for **Quebec Cartier Mining Co.** is being awarded to **Perini (Quebec) Ltd.** and **Morrison - Knudson Co.** of the U. S., **FP** understands.

The vast plant, which will have a capacity of 60,000 tons of ore per day, is scheduled for completion in late 1960.

Amount of the contract has not been disclosed.

The contract is one of a number of major orders (**FP** March 4) to be placed by the **U. S. Steel** subsidiary this year.

Expected to be ordered shortly are diesel locomotives and ore cars for use on the company's 193-mile railway linking the Mt. Wright ore fields with Port Cartier on the lower St. Lawrence River.

The big concentrator will take ore delivered from the mines in 40-ton trucks, crush it, and separate iron-bearing ore from rock.

End product is a concentrate resembling coarse sugar in consistency.

The concentrate will be shipped by rail to Port Cartier from where it will be moved by ship to customers in Canada, the U. S. and Europe.

Quebec Cartier is planning a year-round shipping operation from Port Cartier (FP, Dec. 27).

This is possible because water content of the concentrates is reduced to between 2% and 3% by the concentrating process and subsequent de-watering, preventing it from freezing.

Direct shipping ore, such as **Iron Ore Co. of Canada** produces and ships through nearby Seven Islands, contain upward of 10% water and freezes, thus preventing its handling during winter months.

Quebec Cartier officials say they anticipate no difficulties in keeping Port Cartier open on a year-round basis.

Only problem is navigation in the Gulf of St. Lawrence which during the winter is sometimes clogged by ice.

Baie Comeau, further up-river, has had winter shipping for some time.

Company officials say that aerial and other surveys have established that ore carriers would be able to pick their way through the ice fields during the winter with only occasional delay, except during very severe, protracted cold spells.

Newfoundland Hydro Capacity At 369,000 hp

Installed turbine capacity of hydro-electric plants in Newfoundland is 368,935 hp. In a table on provincial waterpower resources in **FP**, March 28, the Newfoundland figure was given in error as 38,190 hp.

Company Reports

Storage

PACIFIC COAST TERMINALS CO., New Westminster, B.C., net profit of $295,751 for 1958 was 30.3% lower than 1957's $424,433.

Decline in profit is due to a decrease of 76,000 tons in cargo handled, an increase of $15,000 in dredging costs, and increased wages, President G. M. Warren says. Plant was practically idle for nearly two months due to the longshore strike.

Company acquired a 60% interest in **Pacific Coast Bulk Terminals Ltd.** for $900,000. This new company was formed to handle dry bulk cargoes of nearly all types for export from British Columbia. Its new plant at Port Moody, B.C., is to be completed by late summer.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Total income	$1,545,156	$1,763,563
Net oper. income	522,307	790,915
Add: Prof. sale f.a. & bds. (net)	7,150	23,801
Other income	47,945	44,283
Net earnings	577,402	858,999
Less: Deprec.	101,651	103,822
Income tax	180,000	330,744
Net profit	295,751	424,433
Less: Divds.	225,000	180,000
Surplus for year	70,751	244,433
Earnings per Share and Dividend Record:		
Common	$4.94	$7.07
Paid	1.00+2.75	1.00+2.00
Shares o/s as at Dec. 31:		
Common, n.p.v.	60,000	60,000

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$187,821	$268,182
Investments▲	300,000	1,122,423
Accts. rec., less res.	168,396	119,032
Inventory (ice)	742	629
Prepaid exp.	29,432	45,568
Total curr. assets	686,391	1,555,834
Inv. sub. co.	900,000	......
Fixed assets*	951,047	998,739
Total assets	2,537,438	2,554,573
Accts. pay.	50,383	51,990
Taxes pay.	64,684	150,460
Total curr. liabs.	115,067	202,450
Capital stock	1,313,261	1,313,261
Earned surplus	1,109,110	1,038,862
▲Market value	273,600	1,102,423
*After depr. of	1,900,600	1,820,204
Working capital	571,324	1,353,384

Oil

FRENCH PETROLEUM CO. OF CANADA had a net loss of $1,445,884 in 1958 ($1,537,362 in 1957).

Reflecting the setback in the western Canadian oil industry oil deliveries dropped to 272,865 bbl. in 1958 (278,462 in 1957).

Proven oil reserves at end of 1958 stood at 12,573,880 bbl. (7,750,000 bbl.), up 62%. By the end of March, these reserves had been further boosted to 16,074,700 bbl. with additional probable reserves of 8,704,900 bbl.

Evaluation of company's acreage resulted in a reduction of land interest to equivalent of 1,244,553 net acres (1,643,872).

Participation was taken in drilling of five exploratory wells in Alberta and B. C. during the year, all of which were abandoned. Three additional wells were drilling at year end. One was completed as a gas discovery in Diaber area of northeastern B. C. Follow up well is now drilling.

Total of 12 development wells were drilled in the Harmattan, Joffre, Kaybob and Swan Hills areas of Alberta resulting in 10 producing oil wells and one capped gas well.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Net oil sales	$533,843	$592,913
Add: Invest. income	443,982	335,309
Less: Admin. & gen. exp.	336,430	486,188
Props. aband.	533 342	138,037
Lease & res. rentals	274,864	404,428
Expl. & dry hole costs	714,578	1,101,498
Depl.	277,186	284,973
Depr.	87,309	60,570
Net loss	1,445,884	1,537,362
Shs. o/s at Dec. 31:		
Pref., $10 par	1,880,000	1,880 000
Ordinary, $1 par	11,270,548	11,270,548

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$97,538	$96,332
Short-term invest.	6,556,807	14,342,448
Accts., etc., rec.	280 286	210,388
Inventory	391,369	430,433
Other assets	218,237	35,409
Total curr. assets	7,544,037	16,117,010
Refund. deposits	......	119,000
Prop. & well costs*	16,497,942	10,551,830
Drill. in progress	242,707	......
Equip. & other f.a.†	627,676	450 001
Organ. exp., etc.	160,579	148,647
Total assets	25,072,941	26,386,488
Total curr. liabs.	505,414	373,077
Capital stock	28,070,548	28,070,548
Deficit	3,503,021	2,057,137
*After depl. of	391,164	313,978
†After depr. of	142,033	72,344
Working capital	7,038,623	14,743,933

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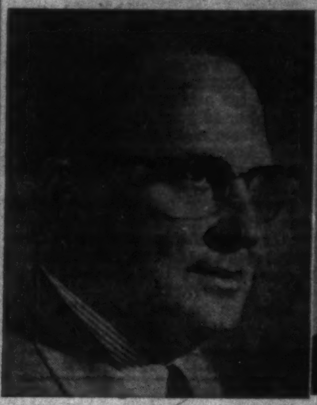
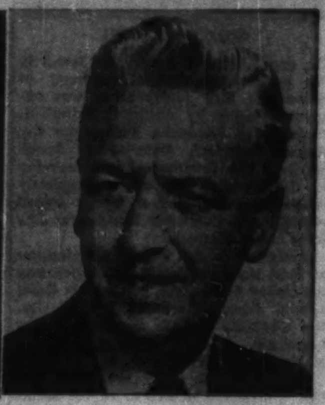
ANNOUNCEMENT

MILLS STEEL APPOINTMENTS

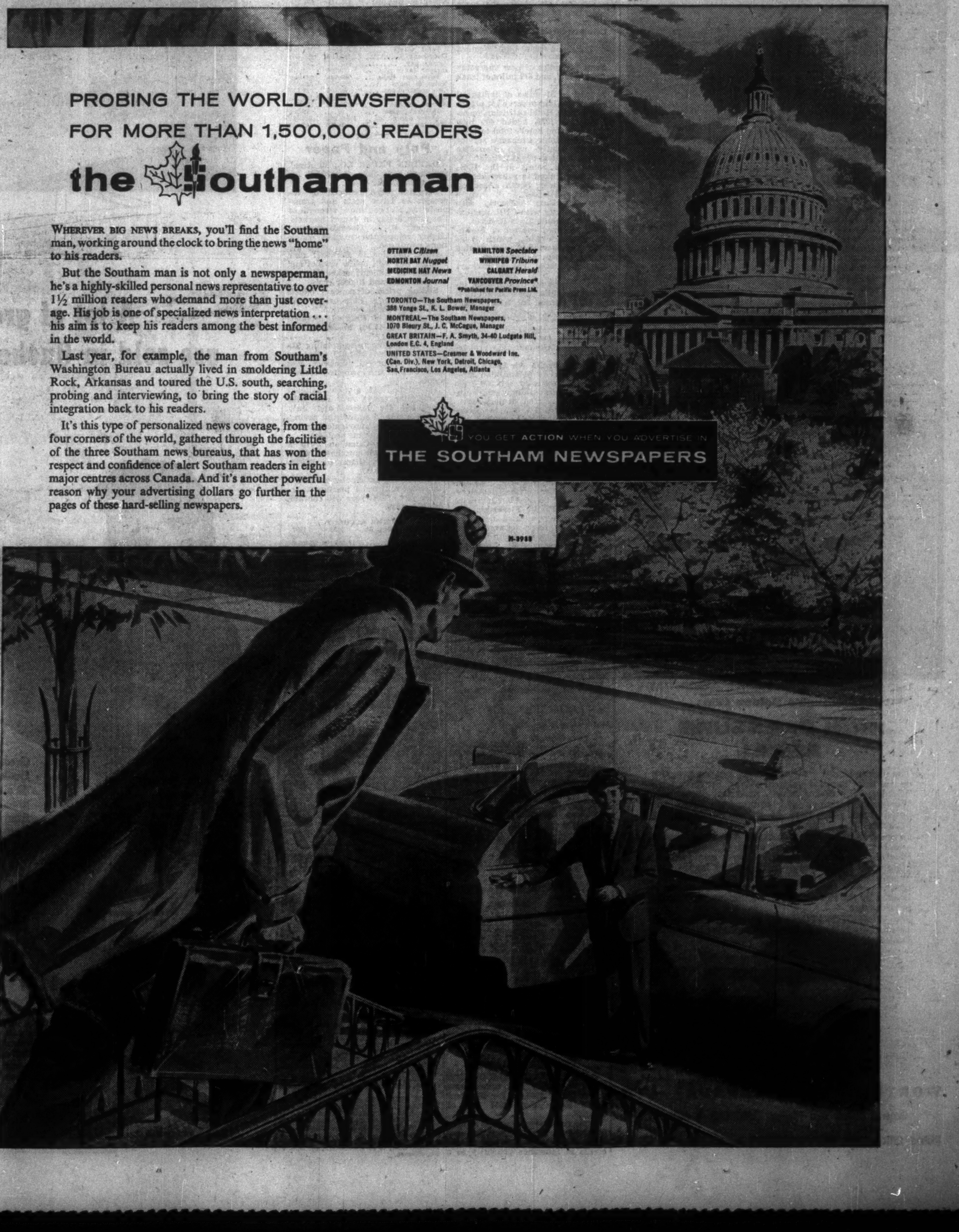


J. B. ROTHWELL



H. G. LEWIS, C.A.

Mr. R. Catlow, President of Mills Steel Products Limited, announces the appointment of Mr. J. B. Rothwell as Vice-President and General Manager, and Mr. H. G. Lewis, C.A. as Resident Canadian Director. Mr. Rothwell has had over 30 years service with the Mills Company in the U.K. and Canada, and is responsible for all operating divisions in Hamilton, Toronto, Montreal, and Vancouver. Mr. Lewis is a well-known Toronto Accountant, and has been associated with the Mills Company for many years.



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ANNOUNCEMENT

AUBREY W. JEWELL

The appointment of Aubrey W. Jewell to the position of General Manager of Hussmann's New Jersey plant, was announced today by Austin C. Campbell, President of Hussmann Refrigerator Co. Limited, Brantford, Ontario. Mr. Jewell has been Vice President of Manufacturing for the Canadian Company, a completely integrated plant, and a wholly owned subsidiary of Hussmann Refrigerator Co., Saint Louis, Missouri.

Hussmann is the largest manufacturer of food store equipment in Canada and the United States, with licensees in Great Britain, France, Australia, and Mexico. The Company recently acquired a new subsidiary, Duro-Consolidated, Inc., in Menlo Park, California.

Mr. Jewell will continue as an Executive Officer and a Director of the Brantford, Ontario, Company.

Company Reports

Public Utilities

CANADIAN PACIFIC RAILWAY, Montreal, net profit of $32,903,038 for 1958 was 30% lower than 1957's $46,785,723.

Earnings were affected by reduced volume of Canadian industrial production in 1958 and railway's rising labor costs, President N. R. Crump reports.

Railway revenue declined 4%.

Here are the details:

	1958 ($000)	1957 ($000)	Chge. %
Railway Revenue:			
Freight	393,823	406,601	—3.6
Passenger	25,394	28,639	—8.4
Mail	5,530	5,845	—5.4
Express	8,298	8,840	—6.1
Miscellaneous	23,734	25,640	—7.4
TOTAL	467,411	487,565	—4.1

Freight traffic volume measured in ton miles showed a net decrease of 1.5%. Freight traffic included 780,000 tons handled in piggyback service for common carriers.

Number of passengers carried declined from eight million to 7.7 million. Average passenger journey, 148 miles, was 18 miles shorter than in 1957.

Revenue per ton mile of freight was off 3c from 1957 due to a 6% increase in the movement of low-rated grain and grain products, and a decrease of 5% in the total of all other commodities.

Here are the traffic details:

	1958 (000)	1957 (000)	Chge. %
Traffic			
Freight, tons	54,367	58,483	—7.1
Passengers	7,746	8,037	—3.6
Rev. per ton mile of freight	1.47c	1.50c	—2.0
Rev. per passenger mile	3.08c	2.89c	+6.6

Other income was down 41.9%. Steamship freight revenue was cut by depressed ocean rates, particularly on grain and flour, and reduced eastbound traffic.

Steamship volume was lower owing to reduced immigration and fewer sailings resulting from withdrawal of Empress of Scotland from service.

Operations of hotels resulted in a loss of $2.1 million compared with a profit of $97,000 in 1957. Increased wage costs and limitation of facilities at the Royal York Hotel, Toronto, while new extension was being built hurt results.

Net earnings from communication services totaled $2.4 million compared with $2.2 million in 1957.

Net income from petroleum rents, royalties, reservation fees and land rents, before provision for income taxes, declined by $1.6 million to $6.8 million.

Decline of $1.4 million in net income from interest, separately operated properties and miscellaneous sources to $3.8 million is attributed to losses of **Canadian Pacific Air Lines Ltd.** and **Canadian Pacific Transport Co.**

Here are details:

	1958 ($000)	1957 ($000)	Chge. %
Other Income:			
Steamships	d1,213	2,022	....
Hotels, communications, other properties	481	2,497	—81.0
Dividends	7,943	12,623	—37.1
Petrol, land rents, etc.	6,828	8,437	—19.1
Miscellaneous	3,808	5,162	—26.2
TOTAL	17,849	30,741	—41.9

d—Loss.

The 4% decrease in railway expenses was achieved through reductions in maintenance work and savings produced from capital outlays, notably for diesel locomotives, despite the fact that higher wage costs added $9.7 million to expenses, the president said.

Capital expenditures totaling $94 million included purchase of 122 diesel units and the placing in service of 2,091 new freight train cars which included 300 flat cars equipped for piggyback service. In addition 300 refrigerator cars were modernized to meet traffic requirements.

Common carrier piggyback service was extended to New Brunswick, to the Lakehead and into Western Canada.

Some 547 miles of new and relay rail were laid, and 317 miles of track re-ballasted.

A total of 31 miles of industrial trackage was laid to serve 151 plants.

Royal York Hotel extension, opened Feb. 21, 1959, added 400 new rooms, bringing hotel's total to 1,600.

The teleprinter exchange service operated jointly with **Canadian National Railways** was extended to connect with points in the U.S., and is now linked to subscribers in Europe, Africa, South America, Australia and Japan.

The television network, also operated jointly with CNR, was extended to include Trois Rivières.

CPR acquired control of **Smithsons Holdings Ltd.,** which owns **Smith Transport Ltd.** and related highway transport companies.

Capital expenditures for 1959 are expected to total $78.9 million. Appropriations for rolling stock include $11.4 million for 64 diesel units and $27.1 million for 2,150 freight cars.

Royalties were received on 1.9 million bbl. crude oil from 299 producing wells. Of ten gas wells drilled, six proved commercially productive.

Canadian Pacific Air Lines showed a net loss of $1.9 million after taking up profits of $412,000 from sale of aircraft, buildings and equipment. Revenue from domestic services decreased 21% due to discontinuance of certain schedule and charter services in 1957 and reduced activity in British Columbia forest and construction industries.

Revenue from Air Lines' international operations increased 29%, with all routes showing substantial improvements in traffic. Mexico-Madrid and Vancouver-Orient services recorded the greatest increases.

Canadian Pacific Steamships expects to enter a third new passenger-cargo liner accommodating 1,050 passengers in North Atlantic service by spring, 1961. Liner will be largest in its fleet.

Railway mail rates and the general level of freight rates of CPR were increased 17% last Dec. 31.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
	$	$
Gross rail earn.	467,410,853	487,565,479
Work exps.	430,919,006	449,319,097
Net earns.	36,491,847	38,246,382
Add: Oth. inc. (net)	13,408,712	23,441,276
Less: Fixed chgs.	16,997,521	14,901,935
Net profit	32,903,038	46,785,723
Less: Pf. divd.	3,068,538	3,029,053
Com. divd.	21,217,963	21,090,379
Surplus for year	8,616,537	22,666,291
Times Fixed Chgs. Earned	2.94	4.14
Earnings per Share and Dividend Record:		
Pref.: Earned	23.97%	34.09%
Paid	4%	4%
Com.: Earned	$2.09	$3.11
Paid	1.50	1.50
Shares o/s as at Dec. 31:		
	$	$
4% Pref., mults. of £1	137,256,921	137,256,921
Ord., $25 par	14,211,783	14,066,271

GENERAL BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$33,692,145	$25,536,183
Spec. dep.	4,893,937	4,817,965
Invest.	41,528,531	26,794,613
Mat. & sup.	44,942,276	46,450,358
Accts. rec.	42,677,367	45,451,644
Tot. curr. assets	172,734,256	149,060,763
Stks. & bds., contr. cos.	125,075,121	100,203,202
Misc. invests.	38,122,158	36,131,521
Def. land payts.	8,137,922	8,322,867
Unsold lands, etc.	9,332,178	9,289,875
Mntce., ins., ship replace. funds	13,188,540	13,188,540
Unadj. debits	9,314,902	7,310,756
Property:		
Rolling stk., inland steamers	2,053,450,358	2,004,889,124
Ocean & coast ships	84,706,553	94,944,283
Htls., comm. & misc.	140,506,825	129,848,695
Total assets	2,634,570,812	2,532,768,636
Accts. pay., etc.	66,369,309	59,557,457
Other curr. liab.	24,167,443	25,561,333
Total curr. liab.	90,536,752	85,118,790
Funded debt	485,019,888	436,682,388
Defer. liab.	3,380,902	3,467,579
Roll. stock res.	802,631,132	775,422,016
Htl. depr. res.	66,794,043	63,522,542
Ship. replace. res.	34,119,204	39,251,634
Invest. res.	6,380,714	4,914,092
Other res.	52,270,392	51,189,568
Capital stk.	492,551,496	488,913,896
Prem. on cap. stocks	37,909,049	37,982,349
Donations & grants	79,094,901	78,973,335
Retained income	503,732,339	487,320,647
Working capital	82,197,504	63,940,973

Transportation

OKANAGAN HELICOPTERS LTD., Vancouver, B.C., consolidated net profit of $245,402 for 1958 was 21.5% lower than 1957 net of $312,586.

Gross revenue exceeded $3 million for the first time. General increase in operating expenses, and an increase in insurance primarily as a result of damage to two large helicopters, reduced profit.

Flying revenue declined, but this was offset by new long-term management contracts and outside work for the shops.

Group operated 54 helicopters, including four leased aircraft, and flew 24,000 hours in 1958. It bought an additional Sikorsky S-55, and four Bell 47G2's.

Group now has 25 helicopters on long-term contracts. Contracts including the Mid-Canada line were renewed, the latter contract being increased by addition of four RCAF S-55's. Additional annual contracts were negotiated, including the placing of three S-55's on the Distant Early Warning line.

Work offered to the Group in 1959 is "most encouraging," report Chairman L. F. Stevenson and President G. W. McPherson. More Bell helicopters will be bought, and the Group's Sikorsky S-58 should find greater utilization on a foreign operation.

Company has ordered two **Fairey** Rotodynes for inter-city airline service, and has applied for a license to operate them Vancouver-Victoria-Seattle. It has options on two more.

The Rotodyne will carry up to 70 passengers at 200 mph.

CONS. INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Total income	$3,188,382	$2,882,116
Net earnings	684,811	745,379
Less: Deprec.	322,963	307,534
Interest	33,646	37,259
Income taxes	82,800	88,000
Net profit	245,402	312,586
Less: Pref. divds.	41,307	42,819
Ordinary divds.	61,573	61,504
Surplus for year	142,522	208,263
Times Interest Earned:		
Before deprec.	20.35	20.01
After deprec.	10.75	11.75
Earnings per Share and Dividend Record:		
6% Pref.: Earned	$5.51	$4.42
Paid	0.60	0.60
Ordinary: Earned	0.42	0.66
Paid	0.15	0.15
Shs. o/s Dec. 31:		
6% pref. $10 par	44,540	70,724
Ordinary, n.p.v.	483,824	410,339

CONDENSED CONS. BALANCE SHEET

At as Dec. 31:	1958	1957
Cash	$130,308	$24,556
Short term invests.▲	......	78,548
Accts. rec. less res.	485,141	464,112
Insur. claims	45,730	48,848
Inventories	218,566	239,170
Prep. exps.	217,656	177,134
Total curr. assets	1,097,401	1,032,368
Def. chgs., etc.	162,922	166,203
Fixed assets†	1,561,584	1,520,133
Total assets	2,821,907	2,718,704
Due bank	100,000	150,000
Accts. pay.	607,741	385,242
Income taxes pay.	23,194	89,318
Total curr. liabs.	730,935	624,560
Notes & loans	200,000	325,000
Cap. redemp. res.	54,100	37,110
Capital stock	1,178,738	1,195,728
Earned surplus	658,134	536,306
▲Market value	......	79,383
†After deprec. of	1,443,252	1,123,435
Working capital	366,466	407,808

Pulp and Paper

DRYDEN PAPER CO., Montreal, sustained a net loss of $530,791 for 1958 ($609,075 for 1957).

Earnings were reduced by increases in labor costs and transportation, and continued strength of Canadian dollar in export markets, President E. L. Goodall reports. Highly competitive market conditions continued.

Order backlog in the first nine months was well below normal and resulted in difficult scheduling of the machines and higher costs.

Selling prices of paper products remained steady. Pulp prices were subject to a small reduction.

Production of finished products increased by 47.7% to 136,900 tons (92,672).

Capital expenditures totaling $2,844,967 included $361,853 spent on logging equipment. Balance was spent on mill and townsite improvements.

Completion of a new saltcake precipitator and a new lime kiln, scheduled for March and July, should result in substantial savings and a marked improvement in the mill's air and stream problems.

Parent **Anglo-Canadian Pulp & Paper Mills Ltd.** purchased 65,000 Dryden treasury shares for $2,925,000 ($45 a share).

Mr. Goodall anticipates company's improved mill order position at the latter part of last year will continue through 1959.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
	$	$
Sales	18,295,404	15,805,925
Net earnings	2,687,506	2,116,634
Less: Depr. & depl.	2,554,319	2,454,729
Bond interest	663,978	685,000
Prov. for taxes	......	*394,000
Net loss & deficit	530,791	609,075
*Recoverable.		
Times Bond Interest Earned:		
Before depr. & depl.	4.05	3.18
After depr. & depl.	0.20	....
Earnings per Share and Dividend Record:		
Common	d$1.90	d$2.83
\None paid.		
Shares o/s as at Dec. 31:		
Common, n.p.v.	280,000	215,000

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$448,725	$41,967
Accts. rec. less res.	2,456,112	1,934,407
Bonds & stocks†	......	10,560
Inventories	6,085,431	4,926,147
Inc. tax res.	412,345	412,345
Prep. exp.	265,847	107,927
Total curr. assets	9,670,460	7,433,353
Invest. assoc. co.	190,580	190,580
Misc. assets	48,388	48,388
Fixed assets*▪	21,390,488	21,122,843
Total assets	31,299,916	28,795,164
Due bank	3,100,000	3,970,000
Accts., etc., pay.	2,864,240	1,341,795
Inc. tax res.	......	41,902
Deb. due	500,000	500,000
Total curr. liab.	6,464,240	5,853,697
Funded debt	13,000,000	13,500,000
Capital stock	9,042,915	6,117,915
Capital surplus	194,300	194,300
Earned surplus	2,598,461	3,129,252
†Market value	......	10,340
*After depr. of	13,825,066	11,551,872
▪After depl. of	1,412,893	1,263,893
Working capital	3,206,220	1,579,656

Commitments totaled $960,000 at Dec. 31, 1958.

Bank Staff Changes

Toronto-Dominion:

D. D. McLEAN, manager, 118th Ave. & 66th St., Edmonton, to be assistant manager, 114-8th Ave. W., Calgary.

J. G. TIMMINS, assistant manager, Yonge & Gerrard, Toronto, to be manager, Adelaide & Victoria, Toronto.

W. M. KELLAND, second assistant manager, King & Yonge Sts., Toronto, to be manager, Church & Wellington, Sts., Toronto.

J. V. WIGHAM, credit officer, King & Bay Sts., Toronto, to be assistant manager, Yonge & Gerrard Sts., Toronto.

S. E. SCARLETT, attached to the statement analysis department, head office, Toronto, to be manager of that department.

J. P. SMITH, accountant, Bloor & Sherbourne, Toronto, to be credit officer, King & Bay, Toronto.

R. BLAIR, accountant, Richmond & King, London, Ont., to be acting credit officer, King & Francis, Kitchener, Ont.

K. LEIS, accountant, Davenport & Laughton, Toronto, to be accountant, Queen & Jameson, Toronto.

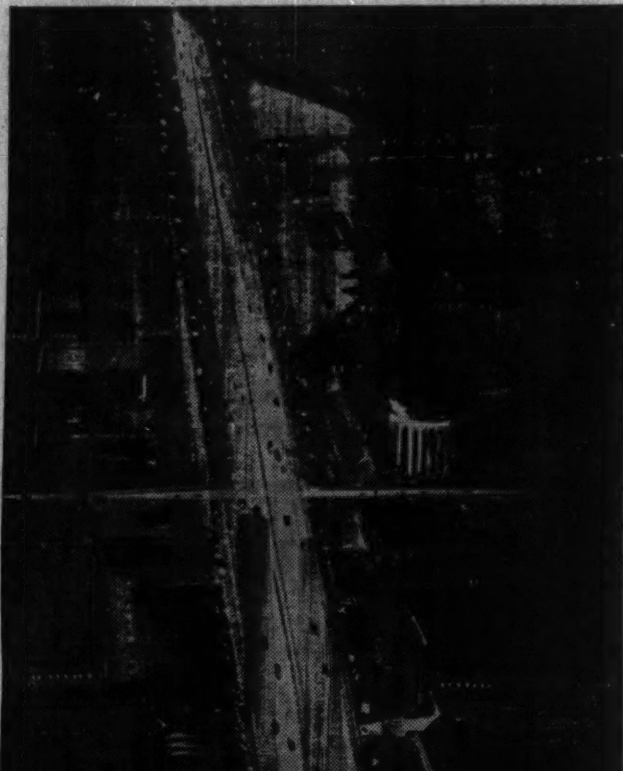
M. J. GRANGER, accountant, Bloor & Dovercourt, Toronto, to be accountant, Davenport & Laughton, Toronto.

R. W. GABLE, accountant, South Porcupine, Ont., to be accountant, Timmins, Ont.

T. W. JOHNSON, accountant, 319 Burnhamthorpe Rd., Toronto, to be accountant, Avenue Rd. & Fairlawn, Toronto.

J. C. FOY, accountant, Avenue Rd. & Fairlawn, Toronto, to be accountant, Gananoque, Ont.

J. R. L. SHIELDS, accountant, Gananoque, Ont., to be accountant, 106 Sparks St., Ottawa.



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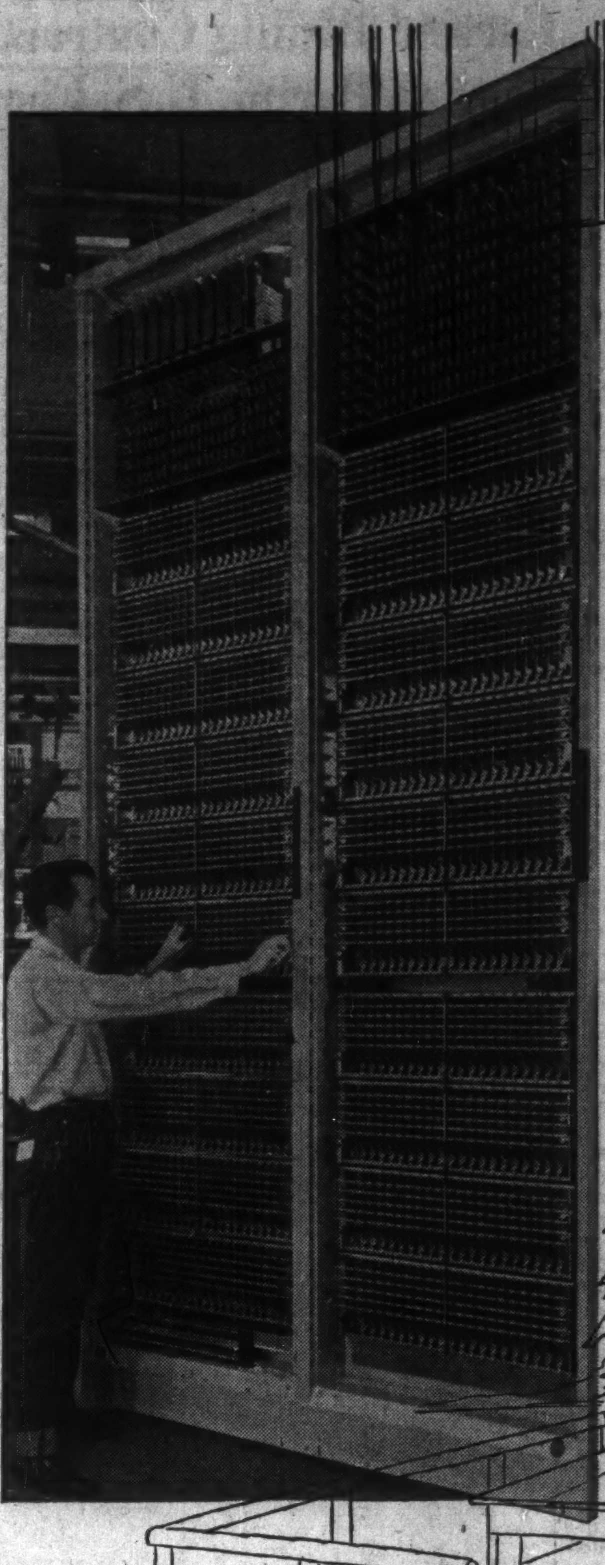

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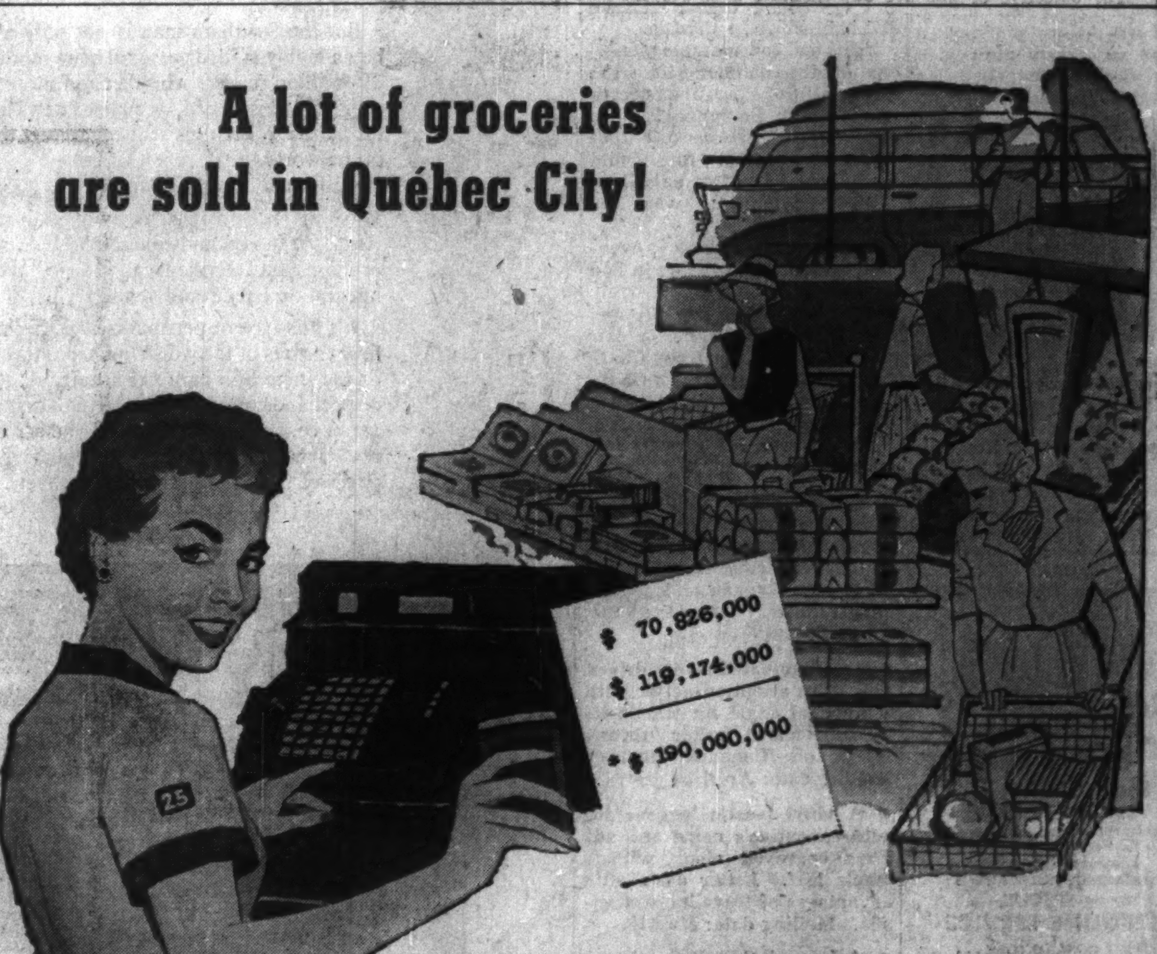
2059-1A

A lot of groceries are sold in Québec City!



Groceries totalling $70,826,000 were cleared from the shelves of Québec City's supermarkets and independent groceries last year. As a matter of fact, the City took fifth place in Canadian retail grocery sales. Another $119,174,000 worth was trundled away from busy shops in Chicoutimi, Arvida, Seven Islands, Baie Comeau and many other prosperous towns in the Saguenay, Abitibi and Gaspé regions.

Indeed, tradesmen for all types of products — smart clothing, electrical appliances, automobiles, house furnishings, as well as plain and fancy foods — are kept hustling to keep pace with the healthy, climbing standard of living throughout both areas.

Thus, every advertising dollar you sow in Québec's *Le Soleil & L'Evénement-Journal* reaps a fine harvest. Your message reaches modern families — households with an average disposable income 8% higher than the All-Canada average.

*Sales Management, 1957.

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LE SOLEIL & L'EVENEMENT-JOURNAL covers a huge area with morning, evening and week-end editions. This same-day coverage fans out from the metropolitan zone of Québec City to the booming northern towns in the Saguenay district eastward to Gaspé's shores.

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ONE VIEW OF THE MARKET

Here Are Stocks Traded By London Life in 1958

Canadian life insurance companies have an investment of $100 million in Canadian stocks. As a service to its readers, FP presents here one of a series reporting on the holdings of individual companies, as well as changes in their portfolios of Canadian preferred and common stocks last year.

London Life Insurance Co., London, Ont., at Dec. 31, 1958, had 0.1% of its total assets invested in preferred stocks, and 0.3% of its total assets invested in common stocks, reflecting no change from a year earlier. Stocks were carried on its balance sheet at $2,477,422 at Dec. 31, 1958 ($2,674,040 at Dec. 31, 1957).

During the year, in its holdings of Canadian stocks, London Life:

—Liquidated two preferred issues.

—Added two common stocks to its portfolio.

—Increased holdings in one common stock.

Here are company's holdings of Canadian preferred and common stocks at Dec. 31, 1958, together with the changes from the previous year-end:

	Shares Held Dec. 31 1958	Chges. Since Dec. 31 1957
Preferred Stocks:		
Aluminum Co. of Can.	5,200	......
Dom. Fdries. & Steel	....	—2,000
Dom. Tar & Chem.	500	......
Goodyear Tire & Rub.	....	—915
H. Smith Paper Mills	1,000	......
Henry Morgan & Co.	350	......
Shaw. Water & Power	3,800	......
N. Slater Co.	1,075	......
Traders Finance Corp.	500	......
George Weston Ltd.	1,000	......
Zeller's Ltd.	1,000	......
Common Stocks:		
Bell Telephone	12,781	......
B. C. Power Corp.	5,500	+500
Famous Players Cdn.	4,000	......
International Nickel	4,000	......
Interprov. Pipe Line	5,000	......
Ont. Loan & Debenture	23,925	......
Shaw. Water & Power	148	+148
Steinberg's Ltd., A	1,000	+1,000

Company's invested assets at the year-end consisted of 26.3% bonds, 63.2% mortgages, 5.7% policy loans, 0.4% stocks, 2.5% real estate and 1.9% other. An analysis of invested assets at the end of each of the last four years shows as follows:

	1958 %	1957 %	1956 %	1955 %
Bonds:				
Government	12.3	13.3	15.4	20.7
Municipal	1.6	1.8	1.8	2.0
Other	12.4	12.3	11.7	12.4
TOTAL	26.3	27.4	28.9	35.1
Mortgages:				
All urban	63.2	64.0	62.3	58.0
Policy Loans	5.7	5.7	5.5	5.4
Stocks:				
(a) Preferred	0.1	0.1	0.2	0.2
(b) Common	0.3	0.3	0.2	0.2
TOTAL	0.4	0.4	0.4	0.4
Real Estate	2.5	2.4	2.7	2.9
Other	1.9	0.1	0.1	0.1
Grand Total	100.0	100.0	100.0	100.0

Dom. Engineering Enquiries Up But Orders Lag

MONTREAL (Staff) — There has been no significant increase in orders for **Dominion Engineering Works Ltd.** although enquiries are running ahead of a year ago.

"Meanwhile there is more than an average amount of idle plant capacity in the machinery industry," President and Managing Director H. G. Welsford told the annual meeting.

Company, about 62% owned by **Dominion Bridge Co.,** makes heavy machinery, much of it to customers' specifications, and power cranes, shovels, gear products and other lines of standard design.

Welsford said, "Continually rising costs, especially wage costs, are adding to the marketing problems of Canadian export industries and making it more difficult for many domestic manufacturers to compete with foreign goods in the Canadian market.

"Capital outlays by manufacturers in 1959 are estimated to be lower than in 1958."

Dominion Engineering Works capital expenditures ($1.8 million in 1958) will be sharply reduced this year. They will be limited to previous commitments and to items which promise substantial operating cost reductions.

Canadian Scientists Win Praise

Two Canadian scientists who succeeded in synthesizing a complex natural substance that is needed by every cell of the human body and all other living things, have won high praise from the American Chemical Society.

MOFFAT

The two scientists:

- **Dr. John G. Moffat** of British Columbia Research Council.
- **Dr. H. Gobind Khorana,** head of the BCRC's division of organic chemistry.

The substance: **A chemical known as co-enzyme A,** discovered by Nobel laureate Dr. Fritz Lipmann in 1945, which has eluded, ever since then, chemists who tried to make it in the laboratory.

Dr. Moffat announced the feat at the recently-concluded annual meeting of the American Chemical Society in Boston.

It was immediately hailed by Dr. Lipmann as "a beautiful piece of artistry."

Calling it a "triumph," an announcement made afterward by the society said that now the total synthesis of co-enzyme A had been achieved this key chemical would be more readily available.

KHORANA

No immediate practical use for the enzyme is envisaged, however, and initial quantities will be used only in research. But it is expected to aid efforts to conquer many types of disease and malfunctions of body chemistry. Although much has still to be learned about co-enzyme A, it is regarded by scientists as one of the most important agents that work with enzymes, the regulators of cell reactions.

It appears to have a vital role, for example, in promoting a process known as acetylation, which is basic to most living cells.

Hiram Walker Net Up 4.2% in Half

Consolidated net profit of **Hiram Walker - Gooderham & Worts Ltd.** of Walkerville, Ont., totaled $4,634,725 or 54c a share for the three months ended Feb. 28, 1959.

This was 5.5% higher than the net of $4,394,943 or 51c a share for the comparable 1957-58 quarter.

For the six months ended Feb. 28, consolidated net amounted to $12,332,320 or $1.43 a share. This was a 4.2% gain over the $11,838,932 or $1.38 earned in first half of previous fiscal year.

Here are the six-month results:

6 Mos. Ended Feb. 28:	1959 $	1958 $
Earnings from oper.	26,286,383	24,515,746
Add: Other income	830,594	1,029,643
Deduct: Deprec.	1,408,832	1,355,614
Debenture int.	34,975	28,040
Bank interest	312,402	306,637
Income taxes	13,028,450	12,016,168
Net profit	12,332,320	11,838,932
Earnings per Share	1.43	1.38

MacMILLAN & BLOEDEL LTD. in March converted 519 Class A shares into 519 Class B shares. There were 26,122 Class A and 5,299,416 Class B shares outstanding March 31.

ANNOUNCEMENT

PETER KILBURN

At the annual meeting of Provincial Transport Company held on Friday, April 10, 1959, Peter Kilburn was elected a director. President of Greenshields & Co., Inc., investment dealers, Mr. Kilburn is a director of Industrial Acceptance Corporation Limited, Zeller's Limited, National Steel Car Corporation and a number of other Canadian companies.

Company Reports

Financial

INVESTMENT BOND & SHARE CORP., Montreal, net profit of $207,415 for 1958 was 7.9% higher than 1957's $192,181.

Value of assets at year-end was $12,612,920 ($7,792,100 at Dec. 31, 1957).

At Dec. 31, 1958, assets were invested 3.9% (13.6% a year earlier) in bonds; 3.4% (3.8%) preferred shares; 92.5% (82.4%) common shs.

Corporation redeemed 13,968 nondividend sinking fund preferred shares, $50,000 4½% serial debentures, and $100,000 4½% serial notes.

Annual meeting is April 20.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Net revenue	$276,836	$270,892
Less: Expenses	34,101	32,270
Net income	242,735	238,622
Less: Deb. interest	32,988	29,738
Prov. tax	2,332	6,703
Net profit	207,415	192,181
Less: Pref. divds.	105,000	105,000
Surplus for year	102,415	87,181
Times Deb. Int. Earned	7.36	6.00
Earnings per Share:		
Pref.	$11.85	$10.98
Paid	6.00	6.00
Common	1.02	0.87
None paid.		

Note—The co. has created and issued 490,000 shs. of nondivd. s.f. pref. stk. of which 75,000 shs. were redeemed to Dec. 31, 1958, to eliminate arrears of divds. on 6% pref. shs. The co. is required to apply $77,455 to the redemption of the nondivd. s.f. pref. shs. on or before Apr. 1, 1959.

Shares o/s Dec. 31:		
6% Pref., $100 par	17,500	17,500
Common, n.p.v.	100,000	100,000

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$23,496	$8,358
Invests. at cost*	§5,191,130	§5,308,501
Accr. int.	4,579	8,694
Prep. exp.	540	513
Total assets	5,219,745	5,326,066
Accts. & tax. pay.	20,081	7,915
Debentures	†600,000	750,000
Capital stock	4,074,960	4,144,800
Surplus	524,704	‡423,351
*Market value	12,584,305	7,774,535

§At book value, less reserve.

‡Of which $305,200 represents restricted surplus, set aside for redemption of nondivd. s.f. pref. shares. In 1958, restricted surplus transferred to earned surplus.

†Of which $150,000 due within one year.

Metals

INTERNATIONAL BRONZE POWDERS LTD., Charlottetown, P.E.I., consolidated net profit of $360,407 for 1958 was 10.7% higher than 1957's $325,619.

Despite a decline of 2.9% in sales, profit increased due to greater efficiency of operations in all subsidiaries, Chairman W. H. Wert and President T. J. Mullen report. Improvement was particularly noticeable at the Flemington, N.J., plant which started up early in 1958 producing non-ferrous metallurgical powders.

A $9,159 dividend received from **Hertfordshire Bronze Powder Works Ltd.,** England, a subsidiary in which International Bronze has a 54% interest, was included in 1958 earnings. This subsidiary reported a substantial increase in profit, of which parent company's share after taxes amounted to $37,964.

No dividends were received from **Malone Metal Powders Inc.,** in which International Bronze has a 50% interest.

Company purchased **Lymans Ltd.,** Montreal wholesale druggists and pharmaceutical manufacturers at a cost of $389,825.

Capital expenditures totaled $190,000 ($1,253,000 in 1957). Laboratory facilities have been expanded and personnel increased.

Company repaid $120,000 against loans incurred previously for the erection of the Flemington plant.

Annual meeting is April 23.

CONSOLIDATED INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Net oper. inc.	$812,078	$728,455
Add: prof. sale f.a.	22,900	29,462
Net earnings	834,978	757,917
Less: Deprec.	140,245	89,012
Taxes	329,626	300,225
Moving exp.	4,700	43,061
Net profit	360,407	325,619
Less: Pref. divd.	150,000	150,000
Com. dividends	70,000	70,000
Surplus for year	140,407	105,619
Earnings per Share and Dividend Record:		
Preferred	$3.60	$3.26
Paid	1.50	1.50
Common	2.10	1.76
Paid	0.70	0.70

Note—After participation each class would earn $1.80 per sh. in 1958 and $1.63 per sh. in 1957.

Shares o/s Dec. 31:		
6% Pref., $25 par	100,000	100,000
Common, n.p.v.	100,000	100,000

CONDENSED CONS. BALANCE SHEET

As at Dec. 31:	1958	1957
Cash & guar. dep.	$591,438	$733,624
Accts. rec.	375,459	286,941
Mkt. secs.	......	392,879
Inventories	894,441	851,995
Total curr. assets	1,861,338	2,275,439
Invests. in subsids.	464,029	131,907
Misc. assets	273,628	205,279
Goodwill & patents	852,821	852,821
Fixed assets*	1,804,149	1,767,803
Total assets	5,255,965	5,233,249
Bank loan	40,000	......
Accts., etc., pay.	291,696	352,549
Taxes pay.	269,894	246,732
Total curr. liab.	601,590	599,281
Notes pay.	200,000	320,000
Capital stock	2,608,037	2,608,037
Earned surplus	1,846,338	1,705,931
*After depr. of	1,454,122	1,340,698
Working capital	1,259,748	1,676,158

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Market Comment

What stocks and bonds are doing and what prominent observers say

The Canadian market took the budget news with remarkable equanimity. While the modest boost in corporation taxes came as a bit of a shock to many, the planned gradual move towards a balanced budget justified the steps taken in many investors' minds.

Canadian stock market action over the past few days has been featureless and our market continues to turn in a considerably poorer performance than the U. S. market.

Copper stocks eased further recently as world prices again weakened. Major producers, however, remain sold out through July.

A number of financing deals looking towards new copper mine development and re-opening of former base metal properties are currently in negotiation stages. Their fate will depend on world price pattern over the next few weeks.

• • •

A. A. McLAUGHLIN; Baker Weeks & Co. (Montreal)

Impressive technical action of the New York stock market during the consolidation phase which has been in progress since mid-March is consistent with the accumulating evidence of the validity of the business recovery. Both market action and business prospects continue to encourage a well-invested position in selected common stocks.

While deep-rooted belief in the likelihood of persistent long-run erosion of the purchasing power of money continues as a basic tenet of most equity investors' philosophy, **it is becoming increasingly clear that the primary driving force behind this bull market is the dynamic recovery of earning power during the past year and the confidence that further improvement in average results can be projected for the years ahead.**

During recent weeks, Canadian stocks generally have been less buoyant than the New York market, a condition which may be attributable at least in part to increased taxation announced in the April 9 budget, as had been foreshadowed.

Now that this bad news is out of the way, the Canadian market may be better able to reflect anticipated extension of the major uptrend in New York.

Canadian investors would do well, however, not to overlook attractive opportunities for diversification in U. S. equities.

• • •

J. M. PECKHAM; Barclay & Crawford (Toronto)

The continuous rise in the Toronto Stock Exchange index of industrials has obscured divergent trends among individual groups of stocks.

Generally speaking, natural resources shares have registered smaller price increases since the end of 1957 and have been subjected to heavier profit taking of late than other stocks, the reason being that supplies of raw materials remain plentiful in the world markets.

With the Canadian population growing at a rate which is one of the fastest in the world, it is obvious that for the foreseeable future the best performance will be turned in by companies whose revenues depend primarily on the internal growth of the country.

At the moment, we like best the leading distributors of natural gas not only because of the success of **Consumers' Gas** demonstrated by an increase in the dividend rate but also because of the price levels which are still below the previous peaks.

Among the banks, very attractive are **Bank of Montreal** and **Banque Canadienne Nationale** because the stocks can be bought at levels depressed by the current issues of rights.

Although steels and food chains have discounted growth prospects for some time ahead, purchases can be made on declines.

• • •

JOHN A. BOYD; Andras, Hatch & McCarthy (Toronto)

Although one may question certain of the methods used in increasing government revenues, the over-all picture of moving towards a balanced budget and a sounder dollar is a step in the right direction.

The increase in corporate taxes is regrettable but, assuming it is temporary, any adverse effect it has will be of a short term nature.

Over the longer term period a relatively stable value for the dollar will be best for the economy and the stock market.

After such a prolonged rise in stock prices and with the uncertainty as to whether the current recovery in the economy will continue into a new stage of industrial development, it would not be surprising to see a drop in stock prices of close to 15% or the equivalent of 100 points in the Dow Jones industrial averages.

However, as the long term outlook remains particularly encouraging, it would not be wrong for investors to hold as high a proportion as 80%—85% of their investments in common stocks, provided they were of the right quality and their price had not already discounted much of the potential growth of future years.

The remaining 15%-20% of the **funds ought then to be held in short term government bonds or cash** so that advantage could be taken of any market weakness.

By this means the investor may hedge his position over the shorter term without seriously prejudicing any of the longer term possibilities of his common stock investments.

ANNOUNCEMENT

TEXACO APPOINTMENT

STANLEY T. CROSSLAND

Appointment of Stanley T. Crossland of New York, Vice President and Treasurer of The Texas Company, to the Board of Directors of Texaco Canada Limited, is announced by President A. N. Lilley. Mr. Crossland held executive positions with various corporations and government organizations before joining The Texas Company in 1955.

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ANNOUNCEMENT

JOHN J. BANFIELD

Robert L. Greer, President of Western Canadian Seed Processors Ltd., Lethbridge, Alta., is pleased to announce the appointment of John J. Banfield to the position of Executive Assistant. Mr. Banfield's broad past experience and qualifications will be a welcome asset to the company.

Record of Financing

Sales by Municipalities, Provincial and Dominion Governments, Offerings of Corporations and Securities.

DOMINION

Government of Canada Treasury Bills — Due July 3, 1959, $135,000,000. Issued April 3, 1959. Sold at $98.931 to yield 4.33%.

MUNICIPAL

Village of Melocheville, Que. — 5% and 5½% debentures, due Feb. 1, 1960-69-79, $120,000. Issued March 17, 1959. Sold at $94.53 to Dominion Securities Corpn. Ltd., Belanger, Inc., Nesbitt, Thomson & Co. Ltd., and W. C. Pitfield & Co. Ltd.

Roman Catholic Separate School for the City of Kingston, Ont. — 5¾% and 6% debentures, due May 1, 1960-69-79, $140,000. Issued March 18, 1959. Sold at $96.70 to Goss & Co.

School Commission for Mun. of L'Abord-A-Plouffe, Que. — 5% and 5½% debentures, due March 1, 1960-64-74, $550,000. Issued March 18, 1959. Sold at $97.136 to Descarries, Vinet & Cie, Ltee.

City of Moncton, N.B. — 5¼% debentures, due April 1, 1960-79, $800,000. Issued March 19, 1959. Sold at $97.602 to a syndicate of dealers headed by Nesbitt, Thomson & Co. Ltd.

Town of Bridgewater, N.S. — 5¼% debentures, due April 1, 1960-79, $45,000. Issued March 31, 1959. Sold at $98.33 to Cornell, Macgillivray Ltd.

Town of Pierrefonds, Que. — 5½% debentures, due April 1, 1960-69, $770,000. Issued March 31, 1959. Sold at $95.29 to a syndicate of dealers headed by Banque Canadienne Nationale and Credit Anglo-Francais, Ltee.

Regina Public School Board No. 4, Sask. — 5¾% debentures, due April 1, 1960-79, $700,000. Issued March 31, 1959. Sold at $99.43 to R. A. Daly & Co. Ltd., Gairdner & Co. Ltd., Royal Securities Corpn. Ltd. and Canadian Bank of Commerce.

Mun. of St. Charles-de-Mandeville, Que. — 5% debentures, due April 1, 1960-69, $255,000. Issued March 31, 1959. Sold at $93.13 to Credit Anglo-Francais, Ltee.

Town of Matane, Que. — 5% and 5½% debentures, due April 1, 1960-69-79, $100,000. Issued April 1, 1959. Sold at $96.55 to Clement, Guimont Inc. and Banque Canadienne Nationale.

Town of St-Vincent-de-Paul, Que. — 5½% debentures, due April 1, 1960-69, $575,500. Issued April 1, 1959. Sold at $95.30 to a syndicate of dealers headed by Banque Provinciale du Canada and J. E. Laflamme Ltee.

CORPORATE

Thorncliffe Park Limited — 6% sinking fund debentures, series "A," and 80,000 shares with a par value of $1.00 each, due April 1, 1974, $4,000,000. Issued April 6, 1959. Offered at $1,000.00 per unit by Bache & Co.

PREFERRED

Massey-Ferguson Limited — 5½% cumulative convertible preferred shares, 1959 series (par value $100.00 per share), $25,000,000 (250,000 shares). Offered at $100.00 per share flat by Wood, Gundy & Co. Ltd., Dominion Securities Corpn. Ltd., A. E. Ames & Co. Ltd., Nesbitt, Thomson and Company Ltd., W. C. Pitfield & Co., Ltd., Greenshields & Co. Inc., McLeod, Young, Weir & Co. Ltd., Burns Bros. & Denton Ltd., James Richardson & Sons, Harris & Partners Ltd., Wills, Bickle & Co., Ltd., Mills, Spence & Co. Ltd., Bell, Gouinlock & Co., Ltd., Cochran, Murray & Co. Ltd., Midland Securities Corpn. Ltd., L. G. Beaubien & Co. Ltd., R. A. Daly & Co. Ltd., Bankers Bond Corpn. Ltd., Ross, Knowles & Co. Ltd., Rene-T. Leclerc Inc., Dawson, Hannaford Ltd., Osler, Hammond & Nanton Ltd., Houston, Willoughby & Co. Ltd., Oldfield, Kirby & Gardner Ltd., Pemberton Securities Ltd., The Western City Co. Ltd., H. B. Housser & Co., Eastern Securities Co. Ltd., Carlile & McCarthy Ltd., Anderson & Co. Ltd., J. H. Crang & Co., Moss, Lawson & Co. Ltd., Fry & Co. Ltd., Equitable Securities Canada Ltd., Fairclough Co. Ltd., Okanagan Investments Ltd. and Yorkshire Securities Ltd.

COMMON

Dominion Electrohome Industries, Ltd. — 12,101 common shares (without par value). Offered by Dominion Securities Corpn. Ltd. Price on application.

Company Reports

Pipelines

TRANS MOUNTAIN OIL PIPE LINE CO., Vancouver, B.C., consolidated net loss for 1958 was $142,798, compared with net profit of $8,305,785 for 1957.

Decline in earnings is attributable to loss of traffic, reduction in transportation charges of 5c bbl. Jan. 1, 1958, and increased maintenance costs, President D. M. Morrison explains.

Substantial traffic was lost to Washington refineries, and tanker loadings out of Vancouver halted completely. Waterborne foreign oil undersold Canadian crude outside Canada.

Throughput of crude oil totaled 29,565,915 bbl. or an average of 81,003 bbl.—a decrease of 47.7% from 1957's average of 154,891 b/d.

Offshore deliveries to tankers, which accounted for 12.6% of 1957's throughput, were no longer a factor. Deliveries to Washington refineries were down 66.9% and those to British Columbia refineries were off 7.6%.

Capital expenditures amounted to $6,094,616, mainly against 1957 ordering of critical materials, and for engineering preliminary to next expansion of capacity.

Connected to the pipeline system in 1958 were refineries of **British American Oil Co.** at Port Moody, B.C., and **Texas Co.** at Anacortes, Wash., thermal power plant of **British Columbia Electric Power Co.** at Port Mann, B.C., and pipeline of **Federated Pipe Lines Ltd.**, at Edmonton, Alta.

Main structure of the new loading wharf at Westridge, B.C., was completed, and reservoir constructed at Burnaby terminal.

Capital expenditures during 1959 will be held to minimum requirements and will approximate $300,000.

CONSOL. INCOME ACCOUNT Years Ended Dec. 31:	1958 $	1957 $
Total oper. rev.	13,023,265	27,679,819
Add: Misc. inc.	235,599	1,012,392
Less: Oper. exps.	4,237,560	5,175,690
Net earnings	9,021,304	23,516,521
Less: Deprec.	4,980,037	4,010,751
Interest chgs.	4,279,065	3,968,985
Inc tax	†95,000	7,231,000
Net profit	‡142,798	8,305,785
Less: Divds.	......	3,009,856
Surp. for year	‡142,798	5,295,929
†Credit.		
‡Loss or deficit.		
Note—Co. is claiming for tax purposes deprec. in excess of amts. shown in the accts. resulting in $7,875,476 tax deferred.		
Times All Interest Earned:		
Before depr.	2.11	5.96
After depr.	0.94	4.91
Earnings per Share and Dividend Record:		
New common	d$0.02	....
Paid	nil	....
Com.: Earned	‡	$5.52
Paid	....	2.00
‡Stock split 5-for-1 in Sept., 1958.		
Shares o/s as at Dec. 31:		
New common, n.p.v.	7,524,640	
Old common, n.p.v.	....	1,504,928

CONDENSED CONS. BALANCE SHEET As at Dec. 31:	1958	1957
Cash & treas. bills	$3,050,850	$7,085,997
Accts. rec.	870,253	1,542,413
Inventories	1,015,691	1,020,763
Prepaid chgs.	250,356	321,824
Total curr. assets	5,187,150	9,970,997
Deferred assets	117,899	390,582
Const. fund	....	5,059,126
Fixed assets†	123,731,190	122,646,326
Total assets	130,560,171	138,067,031
Accts. pay. & accr. liabs., etc.	118,124	4,622,659
Accr. int. on bds.	1,041,278	1,070,296
Mtge. & s.f. payt.	1,053,161	907,016
Total curr. liab.	2,212,563	6,599,971
Funded debt	93,572,069	97,975,115
Unamort. prem. & exp. on fund. debt	....	2,540
Prov. def. inc. tax	7,875,476	6,446,544
Capital stock	14,964,542	14,964,542
Surplus	11,935,521	12,078,319
†After depr. of	19,495,128	14,549,993
Working capital	2,974,587	3,371,026

Insurance

DOMINION OF CANADA GENERAL INSURANCE CO., Toronto, total 1958 income from both life and general insurance reached $10,828,021, up from the previous year's $9,063,484.

Income from general insurance business rose 22% to $8.1 million. The claims experience was satisfactory, states President Henry S. Gooderham.

New life insurance effected in 1958 amounted to $17.6 million, 15.1% higher than in the previous year.

This brought life business in force at year end to $107.5 million for an 11% year-to-year gain.

Total income from life insurance operations during 1958 rose 12.3% to more than $2.7 million.

Company's assets at the end of 1958 were valued at $26.9 million, 11.1% more than at the end of the previous year. After providing for all liabilities, there was available to policyholders, surplus security, including capital stock, of $3.1 million.

Total income of company's associate, **Casualty Co. of Canada**, topped $2 million during 1958 and assets increased to $2.9 million.

In 1958, Dominion of Canada acquired land in downtown Toronto as a site for its new head office building. Construction should be completed early in 1961, company says.

	1958	1957
	$000	
Life insurance in force	$107,540	$97,460
Total income	10,830	9,060
Life insurance inc.	2,740	2,430
Gen. ins. inc.	8,090	6,630
Total assets	26,910	24,240
Policy reserves	17,160	15,540
Conting. reserves	1,650	1,600
Surplus	2,070	1,930
Net interest earned	4.44%	4.19%

Oil

HOME OIL had a net loss of $596,524 in 1958, ($769,538 in 1957).

Sharp reduction in Alberta allowables forced drop in oil output to 6,770 bbl. daily from 8,473 bbl. in 1957. Price reductions had additional adverse effects on earnings, President R. A. Brown states.

Successful exploratory and development drilling pushed oil reserves ahead by 71 million bbl. to 152.6 million bbl. Gas reserves climbed 190 billion cu. ft. to 495 billion cu. ft.

Highlight of development program was completion of 16 wells in the Swan Hills field. A 26-well program was pushed throughout the winter.

Feature of exploration last year was discovery of gas in the Carstairs area in April. Initial well had open flow potential of 44 million cu. ft. per day with follow-up wells running as high as 107 million cu. ft. per day. Production from the field is expected to exceed 60 million cu. ft. daily, in which company will have a 35% interest. Sales from the field will start in 1960.

Participation in **Trans-Canada Pipe Lines** was increased to 1,044,073 shares. Home still has the right to purchase an additional 158,666 shares.

At year end, Home had equivalent of 236.5 net oil wells, 9.8 net producing gas wells and 12.4 net capped gas wells.

CONS. INCOME ACCOUNT Years Ended Dec. 31:	1958	1957
Gross inc.	$7,509,800	$9,096,853
Add: Rev. fr. inv.	11,994	123,990
Less: Oper. exp.	3,697,850	5,284,745
Net operat. inc.	3,823,944	3,936,098
Less: Depr. & depl.	2,660,023	3,427,791
Minor. int.	....	2,253
Taxes	18,630	24,912
Interest	1,741,815	1,406,065
Add: Prof. on sale assets & inv.	....	155,385
Net loss	596,524	769,538
Less: Class A divds.	445,746	378,883
Deficit for year	1,042,270	1,148,421
Earnings per Share and Dividend Record:		
Class A	d$0.29	d$0.50
Paid	0.25	0.25
Class B‡	d0.50	d0.56
None paid.		
‡Based on shs. in hands of the public.		
Shs. o/s at Dec. 31:		
Class A, n.p.v.	2,035,974	1,526,221
Class B, n.p.v.*	2,067,825	2,045,725
*In hands of public.		

CONDENSED CONS. BALANCE SHEET As at Dec. 31:	1958	1957
Cash & dep.	$91,177	$412,720
Dom. bonds‡	7,416	188,379
Inventories	1,306,798	1,046,815
Due affil. co.	277,449	27,858
Accts., etc., rec.	2,377,148	1,809,096
Total curr. assets	4,059,988	3,484,870
Deposit for s.f.	273,000	305,500
Misc. assets	946,667	905,428
Invests. & adv.	31,186,894	13,571,504
Fixed assets*	35,819,375	34,292,800
Total assets	72,285,924	52,560,102
Due bank	21,009,299	4,229,950
Accts., etc., pay.	3,184,885	2,231,358
Long-term debt pay.	733,392	520,252
Inc. tax res.	124,130	64,081
Total curr. liab.	25,051,706	7,045,641
Long-term liab.	15,435,972	23,131,863
Minority int.	....	17,297
Capital stock	24,494,022	16,851,028
Earned surplus	7,304,224	5,514,283
‡Market value	7,124	189,773
*After depr. & depl. res. of	33,070,471	31,084,285
Working capital	‡20,991,718	‡3,560,771
‡Excess of curr. liabs. over curr. assets.		

Mining

REEVES MACDONALD MINES had a net profit of $6,273 in 1958, down 40% from $10,535 of the preceding year.

Sagging lead and zinc prices coupled with U.S. import restrictions were behind the dip. Market conditions in these metals have not yet improved, President Jens Jensen states. The company has been unable to dispose of stockpiled zinc concentrates. Size of stockpile is not given.

Metal production totaled 23,520 oz. silver, 7,973,619 lb. lead, 28,220,124 lb. zinc and 155,937 lb. of cadmium.

INCOME ACCOUNT Years Ended Dec. 31:	1958	1957
Rev. from sales	$1,709,553	$1,953,538
Add: Misc. inc.	11,340	17,049
Less: Oper. exp.	1,391,771	1,566,092
Deprec.	279,212	391,502
Preprod. exp., amort.	41,000	......
Prov. for taxes	2,637	2,458
Net profit	6,273	10,535
Less: Dividends	292,250	292,250
Deficit	285,977	281,715
Earnings per Share and Dividend Record:		
Common	$0.003	$0.005
Paid	0.125	0.125
Shares o/s as at Dec. 31:		
Common, $1 par	2,338,000	2,338,000

CONDENSED BALANCE SHEET As at Dec. 31:	1958	1957
Cash	$394,706	$731,970
Accts. rec.	7,511	14,237
Concentrates	489,053	201,938
Stores	109,213	145,427
Prep. ins., etc.	18,423	16,330
Min. & inc. tax rec.	1,148	2,193
Total curr. assets	1,020,054	1,112,095
Deferred charges	267,412	158,897
Mining props.	2,029,346	2,027,915
Plant & equip.*	720,434	990,105
Preprod. exp.†	616,931	657,931
Total assets	4,654,177	4,946,943
Total curr. liabs.	127,543	134,332
Res. for pl. exp.	1,500,000	1,500,000
Capital stock	2,338,000	2,338,000
Capital surplus	221,136	221,136
Earned surplus	467,498	‡753,475
*After deprec. of	1,231,090	951,878
†After amort. of	280,247	239,247
Working capital	892,511	977,762

OPERATING STATISTICS	1958	1957
Tons milled	417,076	405,531
Average recovery	$4.10	$4.82

Construction

BIRD CONSTRUCTION CO., Regina, net profit of $188,171 for 1958 was 45.2% higher than 1957's $129,598.

Operating costs were about 7% lower than in 1957. Work handled by estimators was a record, President D. S. MacDonald reports.

Road department's earnings dropped 25% due to shortage of production.

Equipment purchases totaling $470,390 were a record, as were sales of assets (including property in Winnipeg) at $373,754.

All indications point to a continuing volume of building and road work in 1959, Mr. MacDonald reports. Carry-over of work at 1958 year-end was greater in all types of construction than a year earlier.

INCOME ACCOUNT Years Ended Dec. 31:	1958	1957
Net earnings	$546,105	$461,601
Less: Deprec.	196,666	222,500
Inc. tax	161,268	109,503
Net profit	188,171	129,598
Less: Com. divds.	67,200	67,200
Surplus for year	120,971	62,398
Earnings per Share and Dividend Record:		
Common	$7.84	$5.40
Paid	2.40+0.40	2.40+0.40
Shares o/s Dec. 31:		
Common, n.p.v.	24,000	24,000

CONDENSED BALANCE SHEET As at Dec. 31:	1958	1957
Cash & Dom. bds.	$310,173	$323,645
Tender dep.	692,055	441,588
Accts., mtge. instal. rec., etc.‡	5,511,655	6,063,443
Inventories	958,402	955,873
Total curr. assets	7,502,285	8,384,549
Prep. & def. assets	348,227	121,689
Investments	23,837	31,772
Fixed assets*	879,558	913,534
Total assets	8,753,907	9,451,344
Bank loans	1,336,300	1,264,537
Inc. taxes	91,081	23,703
Accts., etc., pay.	4,994,830	5,940,109
Total curr. liab.	6,422,220	7,228,369
Mtge. pay.	12,336	81,725
Invest. res.	10,890	9,300
Capital stock	48,000	48,000
Prof. sale of assets†	60,829	60,646
Capital surplus	115,160	60,003
Earned surplus	2,084,472	1,963,501
*After depr. of	1,763,173	1,707,826
‡Less reserve for doubtful accounts.		
†To be amortized.		
Working capital	1,080,065	1,156,180

Note—Contingent liability was $30,000 at Dec. 31, 1958.

Merchandising

PEOPLES CREDIT JEWELLERS, Toronto, consolidated net profit of $751,643 for fiscal year ended Jan. 31, 1959, was 11.8% higher than previous fiscal year's $672,522.

Funded debt was increased by $3 million to accommodate further expansion.

In November, 1958, company opened an Edmonton store second in size only to its Toronto store. Indications are that Edmonton will prove to be company's largest branch operation, President Bertrand Gerstein says.

Peoples Credit purchased two properties in Vancouver, on one of which its Hastings St. store is located. The other property is for future development.

Purchase was financed by a 10-year mortgage, and the balance largely by $446,000 realized from sale of preferred stock.

Next month company will open a downtown store in New Westminster, B.C.

On Feb. 11, 1959, company purchased the assets of **C. R. Strachan Jewelers**, Fort William, which, Mr. Gerstein states, is the largest and oldest established jewellery store in the Lakehead.

"Our policy of expansion will continue during 1959," the president says.

CONDENSED CON. INCOME ACCOUNT Years Ended Jan. 31:	1959	1958
Net earnings	$1,754,501	$1,582,091
Less: Deprec.	187,667	171,368
Interest	125,191	98,201
Taxes	690,000	640,000
Net profit	751,643	672,522
Less: Pref. divds.	60,336	63,607
Com. divds.	156,730	78,365
Surplus	534,577	540,550
Times All Interest Earned:		
Before deprec.	14.01	16.11
After deprec.	12.52	14.37
Earnings per Share and Dividend Record:		
Preferred	$58.18	$76.82
Paid	6.00	6.00
Common	3.09	2.76
Paid	0.60+0.10	0.30+0.05
Shs. o/s at Jan. 31:		
6% pref., $100 par.	12,920	8,755
Common, n.p.v.	223,900	223,900

CONDENSED CONS. BALANCE SHEET As at Jan. 31:	1959	1958
Cash	$67,877	$64,916
Accts. rec. less res.	6,031,327	5,766,060
Inventory	2,278,473	2,239,316
Prepd. exp.	16,520	6,013
Total curr. assets	8,394,197	8,076,305
Mtge. rec.	34,000	38,000
Misc. assets	1,000	1,000
Def. assets	31,648	40,186
Fixed assets†	2,494,478	2,842,800
Total assets	11,955,323	10,998,291
Due bank	876,030	2,689,744
Accts., etc., pay.	596,917	544,812
Taxes pay.	324,881	269,477
Notes pay.	44,754	294,754
Funded debt instal.	....	100,000
Total curr. liab.	1,842,582	3,898,787
Funded debt	3,000,000	1,100,000
Mtges. pay.	365,850	25,000
Notes pay.	44,754	89,508
Capital stock	1,544,700	1,128,200
Earned surplus	5,157,437	4,756,796
†After deprec. of	1,615,731	1,446,204
Working capital	6,551,615	4,177,518

A. J. FREIMAN LTD., Ottawa, consolidated net profit of $395,369 for 1958 was 24.2% higher than 1957's $318,438.

Sales and profits were a record, President Lawrence Freiman says.

Projects completed included further escalator installations. Company contemplates continuing its air-conditioning program during 1959, and is building a multi-deck parking garage. Capital expenditures in 1959 on garage will amount to $600,000.

Company purchased 244 acres in Gloucester Township for future suburban department store development. The new Queensway now being built will form an intersection at this tract of land.

Cost of Queensway project totaled $374,328 by 1958 year-end. This project will eventually be financed from outside sources.

CONS. INCOME ACCOUNT Years Ended Dec. 31:	1958	1957
Net earnings	$1,275,724	$1,103,177
Less Deprec.	200,200	179,107
Amt. of improv.	18,973	19,453
Int. charges	224,701	234,834
Alterations	59,181	47,145
Income tax	377,300	304,200
Net profit	395,369	318,438
Less: Pref. divds.	23,537	25,167
Common divd.	106,250	93,500
Surplus for year	265,582	199,771

Note—Taxes payable in 1958 and 1957 amounted to $331,300 and $267,200; in addition to normal depreciation, capital cost allowances of $103,885 and $75,715 have been deducted for tax purposes resulting in a tax credit of $238,000, which has been deferred.

Times All Interest Earned:	1958	1957
Before deprec.	5.68	4.70
After deprec.	4.79	3.93
Earnings per Share and Dividend Record:		
Preferred	$77.12	$36.39
Paid	4.50	4.50
Common	4.37	3.45
Paid	0.50+0.75	0.50+0.60
Shs. o/s at Dec. 31:		
Pref., $100 par	5,127	5,454
Comm., n.p.v.	85,000	85,000

CONDENSED CONS. BALANCE SHEET As at Dec. 31:	1958	1957
Cash	$34,760	$22,014
Accts. rec., less res.	4,419,348	4,387,065
Inventories	1,900,828	1,778,682
Total curr. assets	6,460,487	6,303,208
C.s.v.—life ins.	121,737	108,023
Cash with trustee	....	17,341
Misc. assets	268,501	94,124
Fixed assets*	3,242,250	2,800,235
Leasehold improve.	338,455	357,427
Total assets	10,431,430	9,680,353
Due bank	2,661,827	2,415,724
Accts. & tax. pay.	1,235,581	899,130
Total curr. liab.	3,897,408	3,314,854
Def. income tax	238,000	192,000
Funded debt	1,800,000	1,912,500
Capital stock	988,400	1,021,100
Capital surplus	387,300	354,600
Earned surplus	3,120,322	2,885,299
*After depr. of	2,473,340	2,274,862
Working capital	2,563,079	2,988,349

Mining

BELLETERRE QUEBEC MINES had a net loss of $159,572 (net profit of $84,888 in 1957).

By year end decision had been made to close the mine, after all possible sources of new ore had been investigated, President M. L. Urquhart states. The last ore was hoisted to surface on Feb. 14.

Progress of outside exploration was maintained with activity restricted to Quebec. Total of 15 properties were examined without results. Main effort was concentrated on gold-uranium property in Atwater township, Que., held under option. Because of disappointing results, the option was dropped.

INCOME ACCOUNT Years Ended Dec. 31:	1958	1957
Gross prod.	$621,693	$907,917
Less: Oper. exps.	1,005,283	1,073,913
Oper. loss	383,590	165,996
Add: Misc. income	125,174	124,656
Est. cost-aid	208,703	182,964
Less: Deprec.	7,636	10,991
Shaft exp. w/o	....	3,988
Outside expl. w/o	102,223	21,737
Net profit	*159,572	84,888
Less: Dividends	75,000	150,000
Deficit for year	234,572	65,112
*Loss.		
Earnings per Share	d$0.106	$0.057
Paid	0.05	0.10
Shares o/s as at Dec. 31:		
Common, $1 par	1,500,000	1,500,000

CONDENSED BALANCE SHEET As at Dec. 31:	1958	1957
Cash & bullion	$135,779	$179,217
Accts. rec.	13,288	5,580
Total curr. assets	149,067	184,806
Mat & supplies	114,440	146,508
Prep. chgs., etc.	13,260	16,636
Belleterre townsite	1,652	12,022
Govt. bds. & mkt. secs.*	2,259,244	2,339,622
Shs. in affil. co.‡	15,447	15,447
Other invests.	1	96,573
Claims & prop.	1	1
Plant & equip.†	17,905	25,646
Total assets	2,571,112	2,838,368
Total curr. liabs.	43,199	83,101
Gen. cont. res.	50,000	50,000
Capital stock	540,002	540,002
Surplus	1,935,911	2,165,265
*Market value	2,954,827	2,595,997
‡Market value	37,750	26,800
†After deprec. of	1,729,908	1,749,477
Working capital	105,868	101,705

OPERATING STATISTICS	1958	1957
Tons milled	103,529	101,314
Av. recovery	$6.01	$8.94

Trusts

FIDELITY TRUST CO., Winnipeg, net profit of $17,568 for 1958 was 8.9% higher than 1957's $16,136.

Annual meeting is April 22.

As at Dec. 31:	1958	1957
Liabs. to public, etc.	$134,170	$148,116
Shareholders' equity	465,392	451,700
Secured by:		
Mtge. & sls. agree.	58,981	80,972
Loans & adv.	497,033	505,945
Furn. & equip.	1,129	1,424
Liquid assets	12,409	11,475
Total	599,562	599,816
Includes bonds and stocks.		
Net profit	17,568	16,136
Earnings per share	$1.13	$1.04
Paid	0.25	0.25

Gold Bars Quoted

Rate Reported by Doherty, Roadhouse & Co., Toronto.

Canadian kilo bars of gold approximately 32 oz. each.

April 14, 1959

	Bid	Asked
	—per oz.—	
Latest week	$33.75	$33.87
Previous week	$33.78	$33.90

Unlisted Mines and Oils

(By Brokers Dealers' Assoc. of Ont.)

Approximate quotations, 3.30 p.m., April 13, subject to confirmation and change. An asterisk (*) indicates an increase in price; a dagger (†) a decrease in price.

	Bid	Ask		Bid	Ask
Abbican	17	19	Gd Maq	9	10
Abeta	5½	6½	Goldyke	2	4
Aconic	80	90	Gov Gold	3	4
Do vt	*63	68	Halmon	23	26
Advance	5½	6½	Hornfit	9	11
Alexand	8½	9½	Hot Min	7	9
Ama Kr	2½	3½	Hub U	10	20
Anabar	3	5	Hubert	12	14
Anamo	2	3	Hucamp	†30	34
Anuwon	5	7	Indepen	12	14
Arctic	3	4	Ind Mt	49	51
Barima	13	15	Jamaica	†21	23
Beacon	3	5	Jean Lk	8	10
Belfast	5	7	Jerome	5	7
B Jck P	3½	4	Kamlac	10	11
B Grass	†2	3	KB Mng	5	6
B McDd	8	10	Kendn P	1½	2
Bour C	1	3	Kenog	9	10
Brace	†13	14	Laronge	3	4
Braminco	8	9	Lrndona	3	5
Bright	3½	4½	Laroma	3	5
Brilund	4	6	Larum	†8½	10
Bruce P	14	16	L Expan	11	13
Brunette	4	6	Lake B	8	13
Buchell	1½	2½	Lassie	12	14
Camdeck	4	6	Lun Ec	41	43
Cam'ren	5	6	Magoma	2½	4
Camray	1½	2½	Main O	40	44
Cn-Per	105	115	Mallen	*5½	6½
C Rd C	35	40	Manecho	*9	10
C All M	4	7	Mar Bd	8	10
Castlebr	*27	29	Maree	1	2
Cn Man	6	8	Mate Yel	5	7
Cnt Hill	12	14	Mat Can	6	8
Chellew	5	7	McCuaig	4	5
Caral	10	15	McFinly	4½	5½
Clinger	5	6	Matt L	5½	6½
Clix	3½	4½	Miles RL	2½	4
Columbr	3	4	Millkirk	—	8
Columbn	½	1½	Mindus	110	130
Comstock	3	4	Mirado	10	11
Con Cop	13½	15	Mt Keno	1½	2½
Con Hrp	6½	8½	Montco	3	5
Cn Fred	30	40	Murk F	*87	90
Crack S	9	11	Murmac	3	4
Cordell	3	6	Mury M	*29	31
C Vauze	†105	115	Nasco	3	4
Craibbe	36	38	Nat Nw	*23	24
Croydon	3	5	Nw Aug	5½	7
Derlac	4	5	Nw Met	†7	8
Desmont	1	2	N Isco	5	7
Despina	2½	3½	N Redwd	4½	5½
Destrad	2	3	N Wal	*6	8
Dom Ex	†42	45	Nickel L	2	3
D'vgan	†8	10	Nickel O	10	12
Durham	†1½	2½	Nicoba	4	6
East Lun	1	2	Nipir	15	17
Echo Ind	1	2	Norbeau	58	60
E Bon	5	6	Normar	3	4
Farcroft	1½	2½	Ocean	100	110
Flicka	4	5	Oklend	6	7
Forty F	36	40	Orofino	8	9
Gateway	6	8	Ortona	1½	3
Gan Cop	†6½	7½	Pacemk	6	8
Glenbck	10	12	Panthr	110	115
Glencona	1½	2	Parmlee	30	35
Glen Ech	*7	9	Pascalis	14	16
G Harkr	8	10	Pax nw	25	35
Gord Lb	1½	2½	Peach	1175	1250

	Bid	Ask		Bid	Ask		Bid	Ask		Bid	Ask
Pelangio	2	4	Rhyolit	2½	4	Snow L	5	7	W Wasa	7½	8
Pickering	5½	7	Richgrp	4½	6	Starlight	3½	5	Y Davd	15½	17
Picton	4½	5½	Rio Ti	140	150	Sun Bear	2	3	OILS		
Pin P	†1100	1150	Rob RL	19	21	Thorncr	5	6	B C Ol	1350	1450
Pitchvn	7½	8½	Romar	4	6	Tower	3	6	Do wt	1000	1075
Prudent	30	35	Rugged	†2½	3½	Tresdor	*10	12	C Delhi	800	825
Quej	5	6	Russet	4	6	Ur Ridg	19	22	C Sup	1750	1800
Quest	½	2	Salmita	9	11	Un Pr	*350	355	G S Grs	38	39
Raglan	14	16	Shield	40	50	Ungava	6	7	Harvest	24	27
Rahil M	9	11	Sheldon	†12	13	Viking	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Rand M	*7	9	Sladen Q	70	75	Wadge	10	15	N Surp	208	215
Red Brk	1½	2½	S My ex	*18	22	Watson	†30	32	O Smoky	3½	5
Redcon	*22	24	Slate By	2½	3½	Wesley	4½	5½	Paige P	14	16
Redruth	2	3	Snowdft	*87	90	West RL	3	4	Sbmrn	115	120

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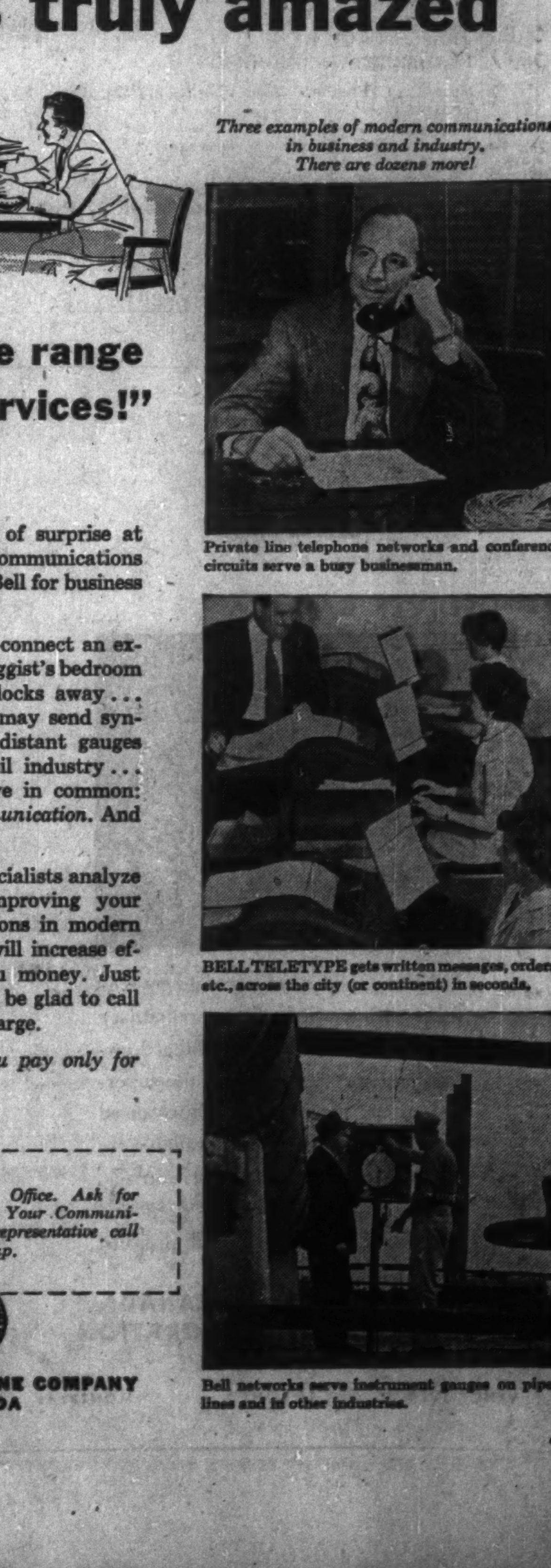

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FITTINGS LIMITED

DIVIDEND NOTICE

Notice is hereby given that a semi-annual dividend of thirty cents (30c) per share has been declared on the outstanding Convertible Class "A" Shares, No Par Value, of the Company, payable July 1, 1959, to shareholders of record at the close of business on June 4, 1959.

By Order of the Board.

D. D. STORIE,
Vice-President and
Secretary-Treasurer.

Oshawa, Ontario,
April 2, 1959.

MACLEOD'S LIMITED

NOTICE is hereby given that the regular quarterly dividend of Thirty Cents (30c) per share plus a participating dividend of Forty Cents (40c) per share on the 6% Cumulative Redeemable Participating First Preference Shares, Series A, of the Company has been declared payable May 15th, 1959, to Shareholders of record at the close of business on April 30th, 1959.

By Order of the Board.

J. W. TACKABERRY,
Secretary.

Winnipeg, April 7th, 1959.

THE ALGOMA CENTRAL AND HUDSON BAY RAILWAY COMPANY

NOTICE OF DIVIDEND

NOTICE is hereby given that a dividend of one and one-half per cent for the three months ending May 31st, 1959 (being at the rate of six per cent. per annum), has been declared on the outstanding 6% Cumulative Redeemable Convertible Preferred Shares of the Company, having a par value of $50.00 each, and will be payable on and after June 1st, 1959, to shareholders of record at the close of business on May 15th, 1959.

By Order of the Board.

G. S. SAUNDERSON,
Secretary.

Dated at Sault Ste. Marie, Ontario,
April 15th, 1959.

PEOPLES CREDIT JEWELLERS LIMITED

DIVIDEND NOTICE

Notice is hereby given that a dividend of fifteen cents per share has been declared on the common shares of the company to be payable on Friday, May 15th, 1959, to shareholders of record at the close of business on Thursday, April 30th, 1959.

By Order of the Board.

C. L. GUEST,
Secretary-Treasurer.

DATED at Toronto this 6th day of April, 1959.

BULLOCH'S LIMITED

DIVIDEND NOTICE

Notice is hereby given that a dividend of 25c per share be paid upon the outstanding Class A Common Shares of the Company, and that a dividend of 18c per share be paid upon the outstanding Class B Common shares of the Company for the half-year ended April 30, 1959, and that said dividend be declared payable on May 1, 1959, to shareholders of record at the close of business on April 15, 1959.

By Order of the Board,

J. D. DREWLO,
Treasurer.

AUTO ELECTRIC SERVICE COMPANY, LIMITED

Notice is hereby given that the regular quarterly dividend No. 46 of .25c per share upon the no par value Common Shares has been declared payable on and after the 15th day of June, 1959, to the Shareholders of record at the close of business on the 22nd day of May, 1959.

By Order of the Board.

A. A. KERR,
Vice-President.

Dated at Toronto, Ontario,
April 7th, 1959.

DIVIDEND NOTICE

AUNOR GOLD MINES LIMITED

NOTICE is hereby given that an interim dividend of Four Cents (4c) per share, has been declared by the Directors of Aunor Gold Mines Limited, payable June 1st, 1959 to Shareholders of record May 11th, 1959.

By Order of the Board.

C. H. WINDELER,
Secretary.

Toronto, Ontario,
April 10th, 1959.

Blue Ribbon CORPORATION LIMITED

Notice is hereby given that a dividend of sixty-two and one-half cents (62½c) per share on the preferred shares of the company has been declared payable on and after the 1st day of May, 1959, to shareholders of record at the close of business on the 15th day of April, 1959.

Dated at Winnipeg this 6th day of April, 1959.

L. G. KEITH,
Secretary-Treasurer.

ARGUS CORPORATION LIMITED

NOTICE OF DIVIDENDS

Notice is hereby given that dividends of sixty cents (60c) per share on the outstanding $2.40 Cumulative Convertible Preference Shares Series A and sixty-two and one-half (62½c) per share on the outstanding $2.50 Cumulative Preference Shares Series B of the Company have been declared payable on the first day of May, 1959, to shareholders of record at the close of business on the twentieth day of April, 1959.

Notice is also given that a dividend of twenty-five cents (25c) per share on the outstanding common shares of the Company has been declared payable on the first day of June, 1959, to shareholders of record at the close of business on the twentieth day of April, 1959.

By Order of the Board.

H. H. EDMISON,
Secretary.

Toronto, Ontario,
April 8, 1959.

Market Bid and Ask Quotations

Montreal & Toronto

Apr. 14, 1959

G. F. Edgar Heads Union Acceptance

G. Fleming Edgar is new president of **Union Acceptance Corp.**, Toronto. He succeeds Frank E. Burroughes, founder of Union Acceptance, who has been elected chairman.

J. E. McConnell has been named vice-president and appointed to the executive committee.

Melvyn G. Angus and Arthur J. Milner have been elected directors.

DIVIDEND NOTICES

MANITOBA AND SASKATCHEWAN COAL COMPANY (LIMITED)

DIVIDEND NOTICE

Notice is hereby given that a Dividend of 20c per share and an extra Dividend of 10c per share both in Canadian Funds on the Class "A" and Class "B" shares of this Company, has been declared for the half-year ending May 31st, 1959, payable June 1st, 1959, to Shareholders of record on May 15th, 1959.

By Order of the Board.

J. G. DeWOLFE,
Secretary-Treasurer.

Winnipeg, Manitoba,
April 17th, 1959.

FISHER & BURPE LIMITED

NOTICE OF DIVIDENDS

NOTICE IS HEREBY GIVEN that the following dividends have been declared payable on or after May 1, 1959 to shareholders of the Company of record at the close of business on April 24, 1959:

1. A semi-annual dividend of forty cents (40c) per share (being dividend No. 22) on the Class "A" shares without nominal or par value in the capital stock of the Company.
2. A dividend of thirty cents (30c) per share (being dividend No. 16) on the Class "B" shares without nominal or par value in the capital stock of the Company.

DATED at Winnipeg, Manitoba, this 9th day of April, 1959.

By Order of the Board,

R. A. DAVIES,
Secretary.

CANADIAN OIL COMPANIES, LIMITED

WHITE ROSE

Notice is hereby given that a dividend of twenty cents (20c) per share has been declared on the Common shares without nominal or par value of the Company, payable May 15, 1959 to shareholders of record at the close of business April 15, 1959.

By Order of the Board.

DOUGLAS ROBINSON,
Secretary.

Toronto, April 8, 1959.

A. J. FREIMAN LIMITED

NOTICE is hereby given that the following dividends have been declared:

1. Quarterly dividend of 1⅛% upon the outstanding Preference Shares of the Company.
2. Regular quarterly dividend of .25c per share on the Common Shares.
3. Extra dividend of .62½c per share on the Common Shares.

These dividends are payable on and after the 1st day of May 1959, to holders of record at the close of business on the 24th day of April, 1959.

DATED at Ottawa this 10th day of April, 1959.

GEORGE A. WOOSTER,
Assistant-Secretary.

Canadian Stock Exchange

Calgary Oils

Toronto Curb

xQuoted in cents

Mutual Funds

	Divd. pd. cents ▲	Bid	Ask.
All-Can. Com. Fd.	7.23(29.37)	7.76	8.44
All-Can. Div. Fd.	6+1(24)	6.38	6.94
American Growth	6(20)	14.47	15.77
Assoc. Investors	8(33)	8.27	8.85
Can. Invest. Fund	8(34)	9.26	10.16
Canafund	70(125)	37.73	39.62
Champion Mut. Fund	5(20)	5.59	6.15
C'wealth Inter.	15(20)	8.17	8.98
Corporate Inv.	16½(34)	9.30	10.11
Diversified Inc. B	5.4(11.6)	3.95	4.30
Dom. Equity I.	20+12(40+12)	15.20	15.55
Dom. Comp. Fund	7½	10.12	10.52
Do. nonres.		10.11	10.51
Dominion Funds	7.8	10.05	10.45
Group Accum.		5.54	6.06
Grouped Inc. (n.)	9.2(20)	3.95	4.32
Growth Oil & Gas		7.62	8.01
Invest. Growth	(6.5)	6.34	6.86
Investor's Mut.	8(32)	11.55	12.49
Leverage Fund	3(17)	6.58	7.23
Mut. Acct. F.	(22.42)	7.61	8.32
Mutual Bond		6.08	6.37
Mutual Income	6.29(22.73)	5.29	5.78
North American	4	9.10	9.89
Regent Fund Ltd.	(20)	5.67	6.23
Sav. & Inv. Mutual	4.5(17.5)	5.45	5.95
Sup'vised Amer.	3(12)	7.10	7.63
Sup'vised Executive (1955)		37.90	...
Sup'vised Executive (1956)		31.09	...
Sup'vised Executive (1957)		5.33	...
Sup'vised Executive (1958)		5.68	5.93
Sup'vised Gr'th Fund	(3)	1.89	2.03
Sup'vised Inc. fund	4(17)	4.03	4.33
T.V. Electronics	8(≠76½)	14.92	16.27
Timed Invest.	6(22)	†5.90	*3.90
Trans-Can. A	(97)	30.25	...
Do. B	44.4(95.6)	28.29	...
Do. C	6.4(20)	5.75	6.30
United Accum. Fund	12(23)	14.81	16.10

†Less or (*) plus stock exchange commission.

▲Paid or payable in 1959, total paid in 1958 in parentheses.

≠Of which 43¾ cap. gains dist. in 1958.

Corporation Bonds

(Supplied by Investment Dealers' Association of Canada)
April 14, 1959

	Int. Rate %	Due	Bid	Ask.	Prev. Week Bid
Public Utility Issues:					
Alg. C. H.B.R.	5½	'59	99	102	99
Bell Phone	5	'72	98½	101	98
Bowater Pr.	3½	'80	82	85	83
Brazilian Traction L. & P.	4½	'70	79	84	79
B. C. Electric	5½	'88	94	97	94
Do.	5½	'77	98	101	98
B. C. Tele.	5	'82	94	96	92
Calgary Pwr.	3½	'72	85	...	85
Consumers' Gas	5	'78	97	99	96
Gatineau Pr. D	3½	'70	85	88	85
Gt. Lakes Pr.	5½	'77	100	102	100
Maclaren-Quebec Power	3	'69	86	89	86
Mex. Lt. & Pr.	5	'73	83	86	83
Nat. Lt. & Pwr.	4½	'61	97	100	97
North Que. Pr.	4½	'67	91	94	91
Power Corp.	5½	'77	99	101	99
Que. Nat. Gas	5½	'85	93	96	93
St. Maur. Pwr.	3½	'70	85	88	85
Shaw. W. & Pr.	4½	'76	95	98	94
Trans Can. PL	5.85	'87	96	99	95
W'coast T. Deb.	5½	'88	80	83	79
Industrial Issues:					
Abitibi Pr. P.	6½	'77	106	109	106
Do.	4	'74	90	92	90
Acadia-Atlantic Sugar	4	'74	85	88	85
Alum. Co. of C.	4½	'73	92	95	92
Bathurst P. & P.	5½	'73	96	99	96
Bicroft-Uran.	5	'62	95	98	95
Can. Bread	4½	'67	89	92	89
Can. Cement	5½	'76	98	101	98
Can. Steamship	4	'86	93	96	93
Can. Brew.	4½	'81	90	93	90
Can. Canners	3½	'70	86	89	86
Can. Celanese	3	'62	92	95	92
Can. Chemical	5½	'71	89	93	89
Can. Industries (1954) Ltd.	3½	'74	86	88	86
Cdn. Dyno	6	'63	86	89	85
Can. Oil	4	'76	85	88	84
CPR	3½	'72	86	89	86
Can-Met	5½	'63	75	78	75
Cockshutt F. E.	4½	'65	90	93	90
Cons. Denison	5	'62	96	101	96
Dom. Fdrs. & S.	4½	'89	94	97	94
Dom. Stores	5½	'76	100	103	100
Dryden Paper	4½	'74	89	93	89
T. Eaton Accept.	4½	'74	93	96	93
T. Eaton Realty	5½	'76	99	102	99
E. B. Eddy	4	'74	81	85	81
Elk Falls Co.	5	'75	91	94	91
Gen. Mot. Acc.	4½	'69	95	98	95
Gt. Lakes Pap.	5	'76	94	97	94
Gunnar Mines	5	'60	99	102	99
Hud. Bay O&G	4	'75	84	87	84
Husky Oil	5	'69	89	92	89
Imp. Tobacco	3	'70	85	88	85
Imp. Oil	3	'69	85	88	85
Indust. Accept.	6	'77	102	105	102
Loblaw Groc.	6	'77	102	106	102
Lorado Uran.	6	'62	65	69	65
Maple L.M.	3½	'63	94	97	94
Massey-Ferg.	4½	'76	90	93	90
North Cdn. Oil	5	'75	80	83	80
Northspan	5½	'63	79	82	79
Ont. Jockey Cl.	5½	'72	87	90	87
Phillips Elect.	5	'73	90	93	90
Price Bros.	3½	'66	89	92	89
Pronto Uran.	5	'60	99	102	99
Regent Refin.	4½	'75	86	90	86
St. Law. Corp.	5	'72	94	97	94
Sal.-Shirriff-H.	6	'77	102	105	102
Simpsons Ltd.	4½	'73	94	97	94
Simpsons-Sears	4½	'79	92	96	92
Steel of Can.	3½	'67	86	89	86
Traders Fin.	4½	'71	91	94	91
Union Accept.	5½	'68	94	98	94
United Gr. Gr.	3½	'70	83	86	83
Weston, Geo.	4½	'71	93	96	93½
CONVERTIBLE ISSUES					
Abitibi Pr. & P.	4½	'66	101	105	101
Atlas Steels	5	'67	106	...	109
Braz. Trac. L&P	4½	'71	74	79	72
CPR	3½	'66	89	91	87
Do.	4	'69	98	101	99
Cockshutt F. E.	5	'68	94	98	94
Home Oils	5½	'71	118	122	118
Shaw. W. & P.	5½	'72	121	124	121
Westcoast T.	5½	'88	94	97	94
Loblaw Groc.	4½	'78	168	...	170
Phillips Elect.	5½	'70	94	97	94
Silverwood D.	5½	'72	106	109	106
Triad Oils	4½	'71	88	91	88

Commodities

	Latest week	Previous week	Same week last yr.
Cattle	$25.00	$24.29	$22.50
Hogs	24.00	24.00	29.00
Copper, lb.	.31½	.31½	.25
Coffee, lb.	.45½	.44⅝	.52½
Sugar, raw, lb.	.0525	.0530	.0375
Hides	.29	.27	.14

Weekly Commodity Indices

	Latest week	Previous week	Same week last yr.
Dow Jones Fut.♦	151.74	150.17	156.17
U. S. Labor	119.5	119.5	119.6

Monthly Price Indices

	Latest month	Previous month	Same month last yr.
Canada (D.B.S.):			
Retail C.P.I.* (Mar.)	125.5	125.1	124.3
W'sale (Feb.)	230.8	229.7	227.7
C. F'm Pr.* (Feb.)	214.8	217.7	217.1
U. S. W'sale (Dec.)	119.2	119.2	118.5
Gt. Br. W'sale♦ (Nov.)	112.3	112.5	112.7

Base of price quotations is as follows: Cattle-Steers, good up to 1,000 lb., to price Toronto, Copper-electrotypes, New York, Coffee No. 4 Santos. Spot Raw Sugar 96 degrees centrifugal c.i.f.

*Base years 1947-49=100.

♦Base years 1924-26=100.

♦Base year 1954=100.

Bond Tenders

12 Noon, April 16, 1959, Government of Canada Treasury Bills — Payable July 17, 1959, $135,000,000. Dated April 17, 1959.

2.30 P.M., April 21, 1959, Municipality of the County of Annapolis, N.S. — 5¾% 1-20 year debentures, $150,000. Dated May 1, 1959.

Grain Prices

Winnipeg Futures

Week to April 13, 1959

Crop year from Aug. 1, 1958 High	Low		High for Week	Low for Week	Close Apr. 13
		Oats—			
.76¼	.70¼	May	.76¼	.75¼	.76¼
.76¼	.69¼	July	.76¼	.75¼	.76¼
.76¼	.71	Oct.	.76¼	.75¼	.76¼
		Barley—			
1.03¼	.95¼	May	1.03¼	1.02¼	1.02¾
1.03	.96¼	July	1.03	1.02¼	1.02¼
1.02¾	.97¼	Oct.	1.02¼	1.01¾	1.02¼
		Rye—			
1.19¼	1.04¼	May	1.19¼	1.12¾	1.17¾
1.17¼	1.04¾	July	1.17¼	1.11¾	1.15¼
1.15¾	1.05¼	Oct.	1.15¼	1.10¼	1.14¾
		Flax—			
3.21¼	2.77¾	May	3.10¼	3.05¼	3.06¼
3.06¼	2.73¼	July	3.02¾	2.97¼	3.01¼
2.96	2.70	Oct.	2.96	2.90¼	2.94¼

Winnipeg Cash

	High For Week April 13	Low For Week April 13	High Prev. Week	Low Prev. Week
Oats—				
2 C. W.	.78¼	.78¼	.77¼	.77¼
3 C. W.	.75¼	.74¼	.74¾	.74
Barley—				
1 Feed	.99¼	.98¼	.98¾	.98¼
2 Feed	.98¼	.97¼	.98	.97¼
1 Malt	1.09¾	1.08¼	1.09	1.08¼
Rye—				
1 C. W.	1.17¾	1.12¾	1.11¾	1.10
2 C. W.	1.17¾	1.12¾	1.11¾	1.10

Chicago Futures

Week to April 13, 1959

Crop year from Aug. 1, 1958 High	Low		High for Week	Low for Week	Close Apr. 13
		Wheat—			
1.92¼	1.79¼	July	1.90¾	1.88¾	1.90¼
2.12¼	1.89¼	May	2.11	2.09	2.09¼
1.93¼	1.81¾	Sept.	1.93¼	1.90¼	1.92¼
1.98	1.79	Dec.	1.98	1.95¼	1.97¼
2.01¾	1.96¼	Mar.	2.01¾	1.99¼	2.00¼
		Corn—			
1.26¼	1.13¾	May	1.26¼	1.24¼	1.25¼
1.28¼	1.15¼	July	1.26¾	1.24¼	1.26
1.22¼	1.13¼	Sept.	1.22¼	1.21¾	1.22¼
1.16¼	1.11¼	Dec.	1.16¼	1.14¾	1.16¼
1.20	1.17¾	Mar.	1.20	1.18¼	1.20
		Oats (old)—			
.69	.62¼	May	.69	.67¼	.68¼
.67¼	.60	July	.67¼	.65¼	.67
.67¼	.60¼	Sept.	.67¼	.66¼	.67¼
		Oats (new)—			
.69	.63	July	.69	.66¼	.67¾
.68¼	.63¼	Sept.	.68¼	.66¼	.68
.70¼	.65¼	Dec.	.70¼	.69¼	.70¼
		Rye—			
1.44	1.24¼	May	1.43¼	1.40¼	1.41¾
1.31	1.15¼	July	1.31	1.27¼	1.30¼
1.29¼	1.15¼	Sept.	1.29¼	1.23¼	1.29¼
1.32¼	1.21	Dec.	1.32¼	1.26¼	1.32¼
		Soybean—			
		May	2.27¼	2.25¾	2.26¾
		July	2.29	2.27¼	2.27¾
		Sept.	2.20¼	2.18	2.19¼
		Nov.	2.15¼	2.13¾	2.14¾
		Jan.	2.18¼	2.16¼	2.17¾

Chicago Cash

	High For Week April 13	Low For Week April 13	High Prev. Week	Low Prev. Week
Corn—				
2 Yell.	1.31¼	1.31¼	1.30	1.25¼
Oats—				
2 W.	.72¾	.72¼	.71¾	.70¾

Government Bonds

(Supplied by Investment Dealers' Assoc. of Canada)
April 14, 1959

%	Due	Bid	Asked
Govt. of Canada Bonds:			
3	Perpetual ...	72	74
2¾	June 1967/68.	85	86
2¾	Jan. 1975/78.	87	88½
3¼	June 1974/76.	82	83½
3¾	Mar. 1966/96.	82	83½
2½	July 1959 ...	99¼	99¾
3	Oct. 1959 ...	99¼	99¾
3	Dec. 1960 ...	96¾	97¼
3	May 1961 ...	95¼	96¼
3¼	May 1970 ...	88¼	89¼
3¼	Oct. 1979 ...	81	82¼
2¾	Apr. 1960 ...	98	98¼
3	Dec. 1961 ...	94¾	95¼
3¾	Sept. 1965 ...	93¼	94¼
4¼	Sept. 1972 ...	94	95
4½	Sept. 1983 ...	94	95
3	Dec. 1959 ...	98¾	99
4	Jan. 1963 ...	97¼	98¼
Cdn. Nat. Railways:			
3	Jan. 1961/66.	89	91
2¾	Sept. 1964/69.	83	85
2¾	Feb. 1961/63.	91¼	93¼
2¾	Jan. 1964/67.	85¼	87¼
3¼	Feb. 1972/74.	87¼	89¼
4	Feb. 1981 ...	87¼	88¼
Int. Bank of Reconstruct. & Development:			
3½	Apr. 1965 ...	89¼	91¼
3½	June 1969 ...	89	91
C'wealth of Australia:			
4	Nov. 1970 ...	90	92
Prov. Govt. Bonds			
Alberta Tel. Gtd.:			
4¼	July 1976/78.	89	91
British Columbia:			
3	June 1964 ...	90	92
Pac. Gt. East. Rly. Gtd.:			
4½	Dec. 1967 ...	90	92½
Man. Hydro:			
5	July 1975/77.	97	99
Manitoba:			
3	Oct. 1963 ...	88	90
Nova Scotia:			
4½	Dec. 1975/77.	93¼	95¼
5	June 1975/77.	95¼	97¼
New Brunswick:			
4½	Oct. 1968/71.	[illegible]	[illegible]
5	Oct. 1975/77.	[illegible]	[illegible]
Ontario:			
4½	Dec. 1962/63.	97¼	[illegible]
4	Jan. 1966/68.	92	[illegible]
4½	Dec. 1974/76.	93¼	[illegible]
Ont. Hydro:			
4½	Nov. 1964/67.	94¼	[illegible]
4	Apr. 1966/68.	92	[illegible]
3	Nov. 1967/69.	82	[illegible]
4¼	Oct. 1972/74.	93	[illegible]
4½	Aug. 1972/73.	95¼	[illegible]
5	Apr. 1976/77.	98	[illegible]
3¼	Oct. 1974/79.	80¼	[illegible]
Quebec:			
4½	Jan. 1974/77.	96	[illegible]
Quebec Hydro Commission:			
5	Nov. 1980/82.	97¼	[illegible]
Saskatchewan:			
4½	Nov. 1974/76.	91¼	[illegible]
3¼	Oct. 1962/65.	91¼	[illegible]

Significant Investors' Index Numbers

No. of Securities	Mach. and equip. 10	Pulp and paper 9	Milling 2	Oils 5	Textiles and clothing 7	Food and allied prod. 13	Beverages 10	Bldg. mater. 15	Total industrials 73	Banks 7	Utilities 12	Total com-
*1935 to date:												
High	947.5	1238.1	252.0	285.5	410.5	304.8	581.1	553.1	315.9	350.7	219.8	[illegible]
Low	68.5	51.6	50.7	40.9	77.7	72.4	79.3	68.7	56.1	68.4	64.5	[illegible]
1958-59 Monthly Figures:												
Jan.	579.2	796.2	120.5	187.5	148.4	208.2	490.3	384.9	222.2	232.3	179.1	[illegible]
Feb.	570.4	832.1	133.4	184.4	145.7	212.8	500.1	398.6	223.8	245.2	182.5	[illegible]
Mar.	600.2	840.8	129.7	184.4	157.7	217.2	513.8	415.3	228.7	237.7	183.1	[illegible]
Apr.	559.5	802.3	129.5	186.9	156.7	219.5	511.3	417.6	234.0	242.5	181.9	[illegible]
May	566.1	818.6	141.2	203.6	162.7	233.7	547.1	432.0	235.2	258.1	183.0	[illegible]
June	570.2	855.3	143.4	218.0	159.9	243.0	562.6	455.0	246.4	266.6	187.6	[illegible]
July	590.7	885.8	145.6	225.0	156.9	251.5	564.6	468.6	253.3	273.4	189.5	[illegible]
Aug.	631.4	936.2	146.8	223.3	159.7	254.7	567.8	479.4	261.8	290.4	194.4	[illegible]
Sept.	651.	955.2	152.8	225.6	174.9	252.6	608.4	486.9	264.9	297.8	198.2	[illegible]
Oct.	703.1	1005.5	176.6	224.0	180.4	260.8	623.6	493.5	272.2	306.0	197.3	[illegible]
Nov.	694.1	1047.4	204.6	215.3	192.5	271.8	644.9	490.2	271.2	318.0	197.7	[illegible]
Dec.	673.1	1043.0	190.2	210.0	191.6	279.6	635.2	494.0	268.8	328.0	195.8	[illegible]
1959 Jan.	690.9	1077.2	193.5	216.7	194.9	286.4	666.7	518.6	273.4	327.8	198.9	[illegible]
Feb.	674.4	1131.8	200.6	215.4	200.0	302.6	678.4	535.3	279.1	335.8	203.0	[illegible]
Weekly Figures:												
Mar. 5	691.9	1162.5	206.9	212.2	207.7	301.0	678.5	553.1	281.3	340.5	205.2	272.9
Mar. 12	692.4	1147.8	199.9	205.4	213.0	299.8	670.0	548.2	278.8	345.4	203.4	270.5
Mar. 19	682.3	1122.5	198.6	206.0	217.7	301.6	662.0	542.8	277.2	347.0	201.9	269.2
Mar. 26	684.3	1126.6	191.3	211.1	212.1	304.8	653.4	535.1	278.2	350.7	200.7	268.0
Apr. 9	644.9	1107.0	197.3	205.6	212.8	296.3	652.7	522.4	269.0	354.3	201.4	263.6

*High and low for year from 1935 to date inclusive are based on weekly figures used by the Dominion Bureau of Statistics.

TORONTO STOCK EXCHANGE INDEX

	20 Indust.	20 Golds	15 B.M.	15 W.O.
Apr. 13	527.21	90.79	176.92	131.69
Apr. 10	527.05	90.10	176.63	131.30
Apr. 9	524.46	89.80	175.49	131.52
Apr. 8	526.29	89.84	175.63	131.97
Apr. 7	527.53	89.58	177.80	132.85
Month Ago	535.68	90.12	190.82	132.61
Year Ago	419.81	77.67	148.76	124.74
1959 High	537.14	93.12	192.15	145.22
1959 Low	514.90	88.78	174.92	131.17

MONTREAL STOCK EXCHANGE INDEX

	10 Util.	30 Indust.	30 Com.	10 Pprs.	15 Golds
Apr. 13	156.0	307.1	256.8	462.3	88.41
Apr. 10	156.7	305.5	255.5	458.8	88.83
Apr. 9	155.2	304.6	254.8	457.6	88.07
Apr. 8	155.4	305.5	255.5	460.1	88.77
Apr. 7	155.3	306.3	255.9	462.5	89.92
Mon. Ago	156.9	321.5	266.8	488.4	89.15
Year Ago	137.4	244.5	208.8	353.3	70.29
1959 High	158.1	321.5	266.8	494.8	92.77
1959 Low	148.9	297.6	243.0	457.5	85.81

DOW-JONES CLOSING STOCK AVERAGES

	30 Indust.	20 Rails	15 Util.	65 Stocks
Apr. 13	607.76	164.21	92.18	209.73
Apr. 10	606.97	163.11	92.59	209.23
Apr. 9	605.50	161.29	92.95	209.01
Apr. 8	606.44	162.53	93.64	209.61
Apr. 7	610.34	163.63	93.89	210.47
Month Ago	607.88	162.62	93.97	210.27
Year Ago	443.76	105.86	75.52	152.64
1959 High	614.69	167.28	94.70	212.06
1959 Low	574.46	157.94	89.78	200.09

Advances and Declines

Week Ended	Toronto Ups	Toronto Downs	Toronto No Change	Montreal Ups	Montreal Downs	Montreal No Change
Mar. 6	375	379	183	169	122	123
Mar. 13	397	338	150	165	149	111
Mar. 20	281	468	183	128	178	110
Mar. 26	383	357	174	109	163	120
Apr. 3	345	392	157	96	112	174
Apr. 10	319	421	198	89	163	139

Volume of Stock Sales

	Montreal	Toronto	Calgary	Vancouver	New York
Apr. 13	950,300	4,333,000	187,813	154,179	4,720,000
Apr. 10	1,160,700	3,895,000	100,567	145,498	4,440,000
Apr. 9	917,900	3,622,000	148,912	135,355	4,280,000
Apr. 8	931,200	4,329,000	136,912	92,424	4,810,000
Apr. 7	1,130,900	3,544,000	139,620	120,407	4,510,000

Municipal Bonds

April 14, 1959

	%	Due	Bid	Ask	%
Calgary	3½	'69	84	86	5.32
Edmonton	3½	'69	84	86	5.32
Halifax	2½	'66	87	88½	5.50
Hamilton	3	'67	84	86	5.15
Metro. Tor.	5	'77	94½	96½	5.30
Metro. Tor.	4¾	'78	91½	93½	5.30
Montreal	5¼	'78	94½	96½	5.55
Moose Jaw	3½	'80	95½	96¾	5.50
Ottawa	3¼	'68	84¾	86¾	5.10
Regina	3	'64	87¼	89¼	5.50
Saint John	3½	'65	88	89½	5.60
Toronto	3	'68	83	85	5.10
Vancouver	3¾	'69	85¾	87¾	5.40
Victoria	3¾	'68	86¾	88¾	5.40
Windsor	3½	'75	75¼	77¼	5.30
Winnipeg	3	'69	81½	83½	5.15

Unlisted Mines and Oils

(Compiled from Quotations by G. E. Leslie & Co., Montreal)
April 13, 1959

Stock	Bid	Off.	Stock	Bid	Off.
Absam	..	5	Lite Stne	1.00	1.25
Aconic	75	85	Main Oka	40	45
Do vt c	55	65	Martin B	9	12
Arnora	..	3	Matt Lk	51	61
Assoc Dev	5	7	Murray M	27	31
Atlas Chib	3	6	Matt Ex	..	25
Bald Mtn	6	8	Miller Cop	14	18
Belmont	4	8	Monor	25	30
Bracemac	13	16	Natl. Mal	13	16
Bros'n Ch	18	22	Nipiron	16	19
Big Nell	15	25	Norbeau	55	65
Caprive O	37	42	North Matt	37	40
Chib Cop	34	37	Oklend	5	7
C Vauze	1.00	1.10	Pascalis	14	18
Dadson	17	22	Quedon	..	5
Dauphin	21	24	Quejo	6	8
Elwood M	4	8	Rand Mal	6	8
Flicka	3	6	Rivermede	..	30
Franksin	60	67	Roberval	65	75
Garland	3	6	St Helen M	30	44
Gibson	14	18	St Jude	..	10
Glencona	1;	2¼	Scott Chib	3	8
Hastings	64	68	Selby M	3	6
Independt	11	14	Starlight	3	5
Kenmac	2	4	Tarpoint	2	4
Lk Sup Ir	40	50	Valmont	10	20
Lun-Echo	40	45	Wm Leys	5	10
Lk Chib	..	15	Young Dav	16	19
Long Point	77	79			

ANNOUNCEMENT

IAN C. SPARK

Appointment of Ian C. Spark as General Manager of Cape Asbestos (Canada) Ltd., has been announced by Mr. Robert E. Cryor, President.

Mr. Spark will operate from Cape Asbestos (Canada) Ltd. headquarters in Toronto.

He will be responsible for distribution and marketing activities on behalf of Cape's materials and products of both Blue and Amosite asbestos throughout all provinces.

Animal nutrition is our business

N. D. HOGG LTD.

BOX 66, STATION Q, TORONTO, ONTARIO

Serving the Canadian Feed Industry with Fine Feed Chemicals

K. A. POWELL (CANADA) LTD.

GRAIN SHIPPERS AND EXPORTERS
GRAIN FUTURES

Owners and Operators
Fort William Terminal Elevator Co. Ltd.
and Powell Transports Ltd.

Head Office—563 Grain Exchange, Winnipeg, Man.
Affiliated Companies—Fort William, Ont., Montreal, Que., Vancouver, B.C.

N. M. PATERSON & SONS LIMITED

FORT WILLIAM WINNIPEG MONTREAL

GRAIN DIVISION
Grain and Coal Merchants
Country and Terminal Elevators

STEAMSHIP DIVISION
Carriers of All Bulk Cargoes

THE WEEK'S QUOTATIONS

Quotations here listed are the official, exchange prices for listed stocks including curb market quotations. For unlisted stocks, quotations by unlisted dealers are given. The Financial Post cannot accept any responsibility for these quotations.

Montreal and Toronto Winnipeg, Calgary and Vancouver

Bid and Ask quotes of Toronto and Montreal exchanges up to press time are published on page 41

Industrial Stocks

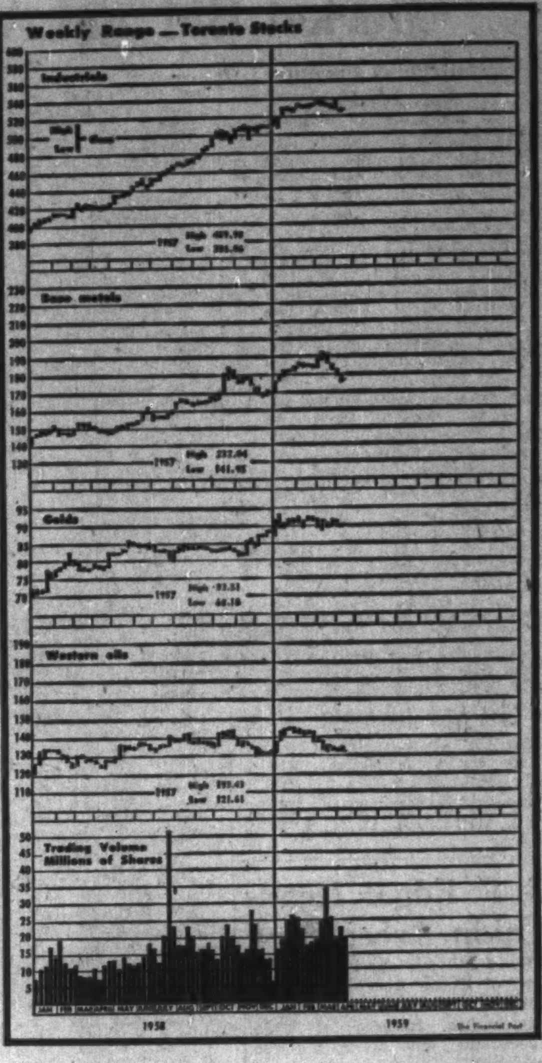
WEEK ENDING APRIL 10, 1959

Range 1959 High	Low	Div. R'te $	Y'ld Apr10 %	Company	$ Sales	Last Apr. 3	Week end. Apr. 10 High	Low	Close or Latest
.95	.40	..	..	Abitca Lumber	119700	.95	.95	.85	.88
40	35¼	1.70	4.6	Abitibi	7677	37¼	37⅝	35½	37
24	23¼	1.12½	4.7	Do. 4½% pref.	640	23½	24	23½	23¾
12	10⅝	‡.27½	..	Acadia Atlan.	1230	11½	11⅞	11⅛	11⅛
98	92	5.00	5.1	Do. 5% pref.	nil	..	B96	..	96
22	19⅝	1.20	5.7	Do. (A)	910	20	21	20	21
17¾	17¾	..	..	Admiral	nil	..	B19⅝	A19⅞	17¾
18	12½	.60	3.7	Agnew Surp.	150	17	16¼	16	16¼
4.50	3.00	..	..	Alaska Yu. Pipe	nil	..	B3.00	A3.25	3.00
2.00	1.40	..	..	Alaska Y. Refin.	1100	1.60	1.60	1.40	1.60
13	10	..	..	Do. pref.	100	12	11	11	11
3.60	2.70	..	..	Albt. Dist.	17955	3.10	3.15	2.85	3.00
2.80	2.00	..	..	Do. V.T.	13803	2.45	2.50	2.35	2.45
24¾	21⅝	..	..	Albt. Gas Tr.	14884	23	24	22⅝	23⅞
23	21¾	..	..	Algoma Cent.	385	22⅞	22½	21¾	22
71⅞	68	3.00	4.3	Do. 6% pref.	165	69	70	69¼	69¼
10⅞	10⅛	..	..	Do. Warr.	121	10½	10½	10½	10⅞
39⅞	35½	1.00	2.7	Algoma Steel	7489	37¼	37¼	35¾	37
32⅞	26⅝	.70	2.6	Aluminium	30076	27¼	27⅝	26⅝	26¾
22	20¾	1.00	4.5	Alum of Can 1 p	2264	21	22	21	22
45⅞	42½	2.25	5.1	Do. 2nd pref.	1470	44¼	45	44¼	44½
9.37½	6.00	..	..	Analogue	2447	8.50	8.87½	8.37½	8.37½
5.00	2.95	..	..	Do. Warr.	1575	4.75	4.90	4.50	4.75
7	5	*a.30	..	Andian Nat.	230	6⅝	6½	6	6½
22⅛	22½	*.50	..	Anglo. Can. Oils. (Brandon)	175	21	22½	22½	22½
46	37½	2.00	4.7	Ang. Cdn. Pulp.	427	43¾	44	43	43
53	50½	2.80	5.4	Do. pref.	95	51½	52	51½	51½
43	41	2.25	5.4	Ang. Can. Tel. p	75	41	42¼	42	42
8⅛	6¼	.20	2.9	Ang. Nfld.	9445	7	7¼	6¾	6⅞
..	..	‡.05	..	Angl-Scand. Inv.	nil	..	..	..	..
45	38	1.40	3.1	Anthes Imp.	1665	43	45	44	44½
100	96	5.00	5.6	Do. 5½% pref.	205	99	99¼	98	99
6.12½	1.50	..	..	Arcan Corp.	176202	4.20	6.12½	4.15	5.62½
42¼	32	1.00	2.6	Argus	5420	36¾	37⅞	36	37⅞
85	69	2.40	2.9	Do. A pref.	275	80	83	80	83
48⅝	46	2.50	5.2	Do. B pref.	195	48	48	†45	48
..	..	a1.00+‡■	..	Aro Equip.	nil	..	..	..	..
36⅛	29½	1.20+‡.70	..	Asbestos	5565	29¾	30	29½	29¾
7.00	4.85	‡.20	..	Ash Temple	430	6.37½	7.00	6.87½	6.87½
†95	†92	6.00	6.3	Do. (A)	nil	..	B95½	..	†95
8⅝	8¼	.65	7.9	Do. (B)	nil	..	B8¾	..	8¼
†11¾	†11¼	.60	5.3	Ashdown Hd. A.	20	12⅛	†11¼	†11¼	†11¼
14¼	13½	.72	5.1	Do (B)	355	13½	14¼	13⅞	14¼
..	..	4.00+aa2.00	..	Assoc. T&T pf.	nil	..	..	..	101
6½	5⅞	..	..	Atlan. Accept.	nil	..	B6	A6¾	6
16¼	15	1.10	6.9	Do. pref.	nil	..	B15	A18½	16
29⅞	24¾	1.00	3.8	Atlas Steels	8329	26⅝	26½	24¾	26¼
23	19	1.00+‡.25	..	Auto Electric	165	21	21	20	21
8.00	6.00	‡.60	..	Auto Fabric A.	275	7.75	8.00	7.50	8.00
3.50	2.25	..	..	Do. (B)	100	3.50	3.50	3.50	3.50
				B					
63¾	55	1.40+‡.30	..	Bk. Can. Nat.	2469	56	56½	55	55
16⅛	13⅝	..	..	Do. warr.	15488	14⅞	15	13¾	14
60	52¾	1.60+‡.20	..	Bk. Montreal	13336	60	60	58	59
3.00	2.60	..	..	Do. Rights	70962	..	3.00	2.80	3.00
74¼	65¾	2.20+‡.20	..	Bk. N. Scotia	3163	73½	73¾	72½	73
37	33	.80+‡.20	..	Bk. Provinciale.	2180	35	35⅝	33	35½
..	..	3.20+‡.80	..	Barber-Ellis	nil	..	B54	..	..
..	..	3.50	..	Do. pref.	nil	..	..	..	..
4.35	4.30	..	..	Barcelona	nil	..	B4.10	A4.85	4.30
†6½	†6½	*.50●	..	Bates & Innes A	nil	..	..	A6½	†6½
52	47½	2.00	4.1	Bathurst Pr. A.	305	49	49⅞	48	49¼
38	26½	*.75	..	Do. (B)	370	32¼	32¼	31½	32
9.00	6.37½	‡.20	..	Beatty Bros.	2719	8.37½	8.75	8.25	8.37½
30	26	1.00+‡.25●	..	Beaver Lumber.	300	27½	28	27¾	28
18⅝	17¾	1.00	5.6	Do. (A)	125	17¾	18	18	18
27½	25½	1.40	5.5	Do. pref.	nil	..	B25½	A26¾	25½
10½	10⅛	..	..	Belding Cort.	50	10¼	10¼	10¼	10¼
12½	11	.70	5.6	Do. pref.	300	12¼	12½	12½	12½
7	7	..	..	Belgium Stores	nil	..	B6½	A8	7
†13½	†13½	1.00	7.4	Do. pref.	nil	..	B13½	A16	†13½
44⅛	39¾	2.00	5.0	Bell Telephone.	63262	40	40⅝	39¾	40¼
1.10	.95	..	..	Do. Rights	837175	.98	1.03	.95	1.03
8	7¾	.40	5.7	Biltmore Hats	nil	..	B7½	A7½	7
14¼	12¾	1.00	6.9	Do. A pref.	50	14¼	†14½	†14½	†14½
47	47	2.40+‡.40	..	Bird Constr.	nil	..	B50	..	47
†13	†13	..	..	Blue Ribbon	nil	..	B12½	..	†13
53	50	2.50+‡2.50	..	Do. pref.	120	50	53	50	53
7.00	6.00	*12½%	..	Bowater Paper	4661	6.25	6.25	6.25	6.25
45⅛	43¼	2.50	5.6	Bowater NA 5%p	285	45	45	44	44⅞
50⅛	47½	2.75	5.6	Do. 5½% pref.	256	48	49	48	49
19½	19½	*1.00+‡.50	..	Bowes Ltd.	nil	..	B20	..	19½
9½	8	.60	6.7	Boyles A	260	9	9½	8⅞	9
5¼	5¼	..	..	Do. (B)	nil	..	B5	A5¼	5¼
7⅝	6	*.25●	..	Brazilian Tr.	122064	6¼	7⅝	6¼	7⅛
†95¾	†89	6.00	6.5	Do. pref.	5	†91½	†92½	†92½	†92½
25	21¾	1.20	5.1	Bridge & Tank	50	22½	23⅛	22¾	23½
48	47	2.90	6.1	Do. pref.	10	47½	47½	47½	47½
50	38⅝	1.00	2.4	Bright, T. G.	75	42¼	42¼	42¼	42¼
20⅛	20⅛	1.15	5.7	Do. 5% pfd.	nil	..	B20	..	20⅛
52	45	1.60+‡.70	..	Br. Am. B. Notes	140	†50	52	52	52
44⅛	39	1.00	2.5	Brit Amer. Oil	19091	39¾	40	39	39½
78	75	4.00	5.3	B.C. Elec. 4% pf.	30	76¼	76¼	76	76
41	33	2.12½	5.4	Do. 4¼% pref.	255	40	40	39	39
42	40	2.25	5.5	Do. 4½% pref.	300	41⅜	41¾	40	41
89	84¾	4.75	5.5	Do. 4¾% pfd.	439	85⅝	86	†75½	86
47½	45	2.50	5.5	Do. 5% pfd.	755	45¾	46	45	45½
51½	48½	2.75	5.4	Do. 5½% pfd.	990	50	50½	49½	50½
18	12⅝	*.08●	..	B.C. Forest	11924	16¾	16⅞	16½	16⅝
17⅝	14¾	.75	4.3	B.C. Packers A	1273	16⅛	17⅝	16½	17¼
17⅝	14¾	‡.50	..	Do. B	2214	16¾	17¼	16½	17¼
40¼	35½	1.40	3.7	B.C. Power	10564	38½	38¼	37½	38
46⅛	40	2.00	4.5	B.C. Tele.	15084	44¾	45	43	44
1.50	.90	..	..	B.C. Turf	1400	1.05	1.05	1.00	1.05
14⅝	13	‡■	..	Brown Co.	576	13⅝	13⅛	†12⅛	13¼
11	8¼	..	..	Bruck S. Mills A	350	10½	11	11	11
3.25	2.20	..	..	Do. B	100	3.25	2.80	2.80	2.80
39	25½	1.80	5.1	Build. Prod.	1213	36½	37	35⅛	35½
7	5½	.50	7.1	Bulloch's A	100	7	7	7	7
5½	5	.35	7.0	Do. B	100	†5¼	5	5	5
19	16¾	.60+‡.25	..	Burlington Steel.	570	18⅝	18⅝	18½	18½
14¾	12½	.60+‡.10	..	Burns & Co.	2004	13⅞	13⅞	12⅝	13
8	6½	.45	6.4	Burrard D.D. A.	4750	7¼	7⅜	7	7
2.75	1.75	..	..	Butterfly Hos.	nil	..	B2.25	A3.00	2.75
				C					
†23	†21½	1.50	6.8	Caldwell L. 1st p.	nil	—	B21	A25	22
..	..	..	..	Do. 2nd pref.	nil	..	..	..	13
100	78½	2.00	2.0	Calgary Pwr.	3689	97	100	97	99⅛
101	99½	5.00	5.0	Do. 5% pref.	130	101	101	†99	101
				Canada					
5.50	4.55	.10	2.0	Canada Bread	nil	..	B4.50	A5.00	5.00
55¾	55⅝	2.50	4.5	Do. pref. B	nil	..	B55⅝	..	†55⅝
37	32	1.00	3.0	Canada Cement.	5485	33⅝	33¾	33	33½
28½	26	1.00	3.7	Do. pref.	430	28	28	27	27
23¼	12½	‡.20	..	Can. C. & C. St.	5025	22⅞	23¼	21	21½
27½	23¾	1.00	4.0	C. & D. Sugar	2802	23¾	25	24	25
15½	14½	1.00	6.5	Can. Floor B	nil	..	B15½	A16	15½
23	20	.60+‡.20	..	Can. Foils	nil	..	B23	..	22
†23	†21	.60+‡.53	..	Do. A	nil	..	B22½	A23½	†23
12	12	*.37½	..	Can. Forg.	nil	..	B12	..	12
30	27	1.50	5.4	Do. A	nil	..	B28	..	28
37¾	33⅛	1.25	3.7	Can. Iron	1916	36¼	36½	33⅛	34
101	91	4.25	4.6	Do. 4¼% pref.	540	95⅛	94½	91	92
217	205	4.60	2.1	Can. Life	nil	..	B217	..	217
†15	†10	..	..	Can. Machine	nil	..	B10	A12	†10
76⅛	69½	2.00	2.8	Can. Malting	565	72	73	71½	71½
28	25	1.17	4.5	Do. 4½% pfd.	512	25	26	25	26
57	51	1.75	3.2	Can. Packers A.	200	54½	55	55	55
55	49	1.75	3.3	Do. B	1350	54	55	52½	52½
67⅝	58	2.00	3.1	Can. Perm. Mtg.	965	66	66½	64½	64½
90	88	4.40	5.0	Can. Safeway pf.	110	88	88	88	88
43	39½	1.40	3.3	Can. Steamships	707	42⅛	42¾	42	42⅛
12⅞	11	.62½	5.2	Do. pref.	350	12⅛	12⅛	12	12
31⅝	28	1.00+‡.35	..	Can. Vinegars	1010	31⅛	31¾	31¾	31¾
..	..	..	..	Can. W. Cord. A	nil	..	..	..	..
..	..	..	..	Do. B	nil	..	..	..	..
†53¾	†53¾	4.00	7.4	Can. W. Cable A	nil	..	B111	..	†53¾
15⅛	14	.80	5.6	Do. B	25	14	14¼	14¼	14¼
				Canadian					
155	155	*3.00+‡■	..	Canadian Arena.	nil	..	..	..	155
8½	8	..	..	Cdn. Bakeries	nil	..	B6	A7½	8½
60	54	1.60+‡.20	..	Cdn. Bk. Com.	7334	60	60	58¾	59⅞
39½	35¼	1.50	3.8	Cdn. Breweries.	13877	38¼	39½	38¼	39½
39¼	35	1.25	3.2	Do. pfd.	975	39⅛	38⅝	38	38⅝
15	11	..	..	Cdn. Br. Al. A	1875	12⅛	12¼	11	11
5.50	4.25	..	..	Do. warr. A	2280	4.70	5.00	4.50	4.60
5.20	3.45	..	..	Do. warr. B	455	4.25	4.40	4.00	4.05
25	22½	2.00	8.9	Cdn. Bronze	695	23¼	23	22½	22½
90	90	5.00	5.6	Do. pref.	nil	..	..	A90	90
15	14	.75	5.2	Cdn. Canners A	1141	14⅛	14½	14¼	14⅜
21⅝	18⅛	.80+‡.10	..	Cdn. Celanese	3355	20⅛	20⅝	20¼	20⅛
33	29	1.75	5.6	Do. $1.75 pref.	215	32	32	31	31
18	17¼	1.00	5.8	Do. $1.00 pref.	425	17⅝	17⅛	17¼	17¼
11⅛	8⅝	..	..	Cdn. Chem.	4390	10½	10½	10	10¼
7.50	4.55	..	..	Cdn. Collieries	9560	7.12½	7.12½	7.00	7.00
.82	.68	.05	6.4	Do. pref.	2810	.70	.78	.75	.78
3.25	3.00	..	..	Cdn. Convert. A	210	3.25	3.25	3.25	3.25
†4	†4	..	..	Do. B	15	†4	†4	†4	†4
12	9⅛	..	..	Cdn. Cottons	300	11½	12	10½	12
12	9½	..	..	Do. pref.	200	12	12	11¾	12
4.10	2.90	..	..	Cdn. Curtiss W.	177430	3.30	3.75	3.20	3.65
13⅛	13½	*.40	..	Cdn. Drawn Stl.	nil	..	B12¾	A13	†12⅞
12	10½	.60+‡.10	..	Do. pref.	570	12	12	11½	11½
34	25½	‡.65	..	Cdn. Dredge	7345	32¼	34	31⅛	33
8	6⅞	*2s 3d	..	Cdn. Eagle Oil	nil	..	B7¼	A7⅜	7¼
8⅛	7¼	..	..	Cdn. Eagle Bear	nil	..	B7⅛	A7⅜	7¼
36	25	2.00+‡.10	..	Cdn. Fairb.	545	34	34	33¼	34
108	106	6.00	5.6	Do. pref.	25	106	108	106	108
2.80	2.50	..	..	Cdn. Food Prod.	nil	..	B2.75	A3.25	2.75
7½	7	..	..	Do. A	50	7½	7	7	7
50	49	..	..	Do. 4½% pref.	25	†47	50	50	50
..	..	‡6.00+‡4.00	..	Cdn. Gen. Elec.	nil	..	B705	A1180	†748
36¼	32⅝	1.20+‡.15	..	Cdn. G. Inv.	590	35½	36	34	35
19½	17½	1.00+‡■	..	Cdn. G. Sec. A	nil	..	B17⅛	A18⅛	19
19½	17½	1.00+‡■	..	Do. B	nil	..	B17	A19	18
8⅝	7¼	..	..	Cdn. Hydrocarb.	2175	8⅛	8¼	7⅝	8
†8	†7	.10	1.3	Cdn. Ice Mach.	50	†7½	†8	†8	†8
12⅝	12⅝	.80	6.4	Do. A	nil	..	B12¼	A13¼	12½
20¼	15½	*.30	..	Cdn. Indust.	5877	17⅛	17⅛	16¾	17¼
80	70	3.75	5.3	Do. pref.	25	73½	71	71	71
48¼	35	●	..	Cdn. Ingersoll R.	nil	..	B32	A43	43
†19⅝	†16	‡.40	..	Cdn. Int. I. Tr.	nil	..	B19½	A20	†19½
†81	†81	5.00	6.2	Do. pref.	nil	..	B82	..	†81
24	19⅝	..	..	Cdn. Int. Pwr.	1975	20	20½	19⅝	20
47¼	46	3.00	6.5	Do. pref.	510	46½	46⅝	46½	46½
14½	12⅛	..	..	Cdn. Locomo.	nil	..	B11	A12	†12
8.25	5.00	..	..	Cdn. Marconi	1815	7.25	7.25	6.00	6.25
29⅝	27⅛	.80	2.7	Cdn. Oil	8153	29⅝	29⅝	27⅞	29⅝
81	81	4.00	5.0	Do. 4% pref.	nil	..	B79	A83½	†78½
101	95	5.00	5.0	Do. 5% pref.	50	100⅛	100⅛	100	100⅛
143	140	8.00	5.7	Do. 8% pref.	5	143	†141	†141	†141
32½	28	1.50	5.1	Cdn. Pacific	10303	29⅝	30	29⅝	29⅝
14⅛	11	*■	..	C. Petrofina p.	1272	12¾	13	12⅝	12¾
7⅞	6⅞	*.30	..	Cdn. P. & P. Sec.	150	7¾	7⅞	7⅞	7⅞
1.80	1.40	..	..	Cdn. Propane	1500	1.70	1.60	1.60	1.60
45	30	..	..	Cdn. Salt	50	37½	41¼	41	41¼
2.00	1.00	..	..	Cdn. Silk A	600	2.00	2.00	2.00	2.00
160	125	.60+‡.10	..	Cdn. Tire	30	160	153½	153	153
..	..	1.00	4.8	Do. pref.	nil	..	..	..	21
†99	†95	5.00	5.2	Cdn. Utilities pf.	10	†97	†97¼	†97	†97
77	77	4.25	5.5	Do. 4¼% pref.	nil	..	B75	A76½	77
24	18¼	‡.40	..	Cdn. Vickers	1250	19	19⅛	18⅝	19⅛
28¼	23	*.40	..	C. Wallpaper A	1	27	25	25	25
29½	23	*.40	..	Do. B	250	27½	28	27⅛	28
16	14¾	.80	5.2	C. W. Gas 4% pf.	150	14⅞	15⅛	15⅛	15⅛
20⅝	19⅞	1.10	5.4	Do. 5½% pfd.	50	20⅛	20⅛	20	20⅛
53	50	1.00	1.9	C. Westinghouse	120	50½	51½	†48½	51½
..	..	..	..	Canaruma	nil	..	B1.05	A1.25	1.15
..	..	..	..	Do. pref.	nil	..	B2.10	A2.50	2.15
..	..	..	..	Do. warr.	nil	..	B.35	A.50	.35
12⅝	11	a.30+‡.10	..	Capital Estates	1340	13	12¼	12	12¼
1.75	1.51	..	..	Carling Br. Alta.	300	1.73	1.60	1.60	1.60
1.60	1.48	..	..	Do. V.T.	nil	..	B1.50	A1.60	1.60

Range 1959 High	Low	Div. R'te $	Y'ld Apr10 %	Company	$ Sales	Last Apr. 3	Week end. Apr. 10 High	Low	Close or Latest
14	13	.60+‡.30	..	J. B. Carter A	275	13⅛	13⅝	13¼	13⅝
38	38	‡2.00	..	Do. B	nil	..	B35	..	38
44	41	.50+‡.12	..	Catelli Food A	125	42	42	42	42
56	54	1.00+‡.12	..	Do. B	nil	..	B54	A56	54
47⅝	47	1.00	2.1	Cent. Can. Invest.	nil	..	B48	..	47⅝
99½	99⅛	5.00	5.0	Do. pref.	20	†99	99½	99⅛	99½
70½	57	1.60	2.3	Chart. Trust	125	70	70½	70	70½
24	19½	1.00	4.5	Chateau-Gai	25	23	22	22	22
62¾	49⅝	‡a.25	..	Chrysler Corp.	25	62¾	†63½	60	†63½
..	..	‡9d	..	Cinzano A	nil	..	B1.15	..	†1.10
..	..	5½%	..	Do. 5½% pref.	nil	..	B1.10	..	..
2.25	2.00	..	..	Circle Bar Knit.	nil	..	B1.00	A2.00	2.25
3.50	2.50	..	..	Do. A	nil	..	B3.00	A4.50	2.50
23	21	*■	..	Cochrane-Dun.	nil	..	B22	A24	23
14½	14½	.80	5.5	Do. A	nil	..	B14¼	A16	14½
16¼	12⅞	..	..	Cockshutt Farm	4065	14⅛	14½	14	14⅛
15¼	9⅝	■	..	B. J. Coghlin	230	10½	10¾	10½	10½
†15	†15	.75+‡.25	..	Coll. Terminal	nil	..	B18	..	†15
16	16	.75+‡.25	..	Do. pref.	100	†16	16	16	16
14	11	.60	4.7	Comb. Enter.	2480	12⅞	13	12⅝	12¾
11¾	10½	.60	5.2	Conduits Nat.	300	†12	11¾	11½	11½
150	145	2.00	1.4	Conf. Life	nil	..	B140	A149	145
164	157	..	..	Do. offered	80	157¾	158	158	158
9⅝	8⅝	.50	5.3	Cons. Bakeries	540	9½	9½	9¼	9½
1.00	1.00	..	..	Cons. Div. Sec. A	13	1.00	†.70	†.70	†.70
†30⅛	†30	2.00	6.7	Do. pref.	13	†30	†30	†30	†30
2.50	2.00	..	..	Cons. Fire Ins.	nil	..	B2.30	A2.50	2.50
22⅝	19	.80+‡.20	..	Cons. Min. & Sm.	8793	20	19⅞	19	19½
45	40½	1.60+‡.40	..	Cons. Paper	7951	42	42¼	40½	41
4.10	2.25	..	..	Cons. Textiles	125	3.75	3.75	3.50	3.75
..	..	1.00	6.9	Do. pref.	nil	..	..	A20	†14½
39	34	‡.45	..	Consumers Gas	5215	38	39	38⅛	38½
106	100	5.50	5.2	Do. A pref.	nil	..	B101½	A104½	104⅞
102	100½	5.50	5.4	Do. 5½% pfd. B	1225	101⅝	102	101⅝	101⅞
35⅝	33	1.50	4.3	Consumers Glass.	145	35	35¼	35	35
..	..	a1.80	..	Cont. Can.	nil	..	B44¼	A44½	57⅝
8	6⅝	‡.10+‡.20	..	Copp Clark	100	7⅛	7	7	7
21½	19	1.10	5.4	Corbys Vot.	1410	20	20⅝	20	20½
20½	18	1.10	5.5	Do. B N. Vot.	125	20½	20½	20	20
8⅞	7¼	..	..	Coronation Mtg.	100	8¾	8⅞	8⅞	8⅞
13¾	11⅝	.70+‡.10	..	Cosmos Imp.	335	13¼	13¾	13½	13¾
2.65	2.55	‡.08	..	Craig Bit	nil	..	B2.55	A2.70	2.60
19⅞	13¾	.06¼	0.3	Crain, R. L. new	4130	19	19½	19	19
4½	4½	..	..	Credit Accept.	nil	..	B4¼	..	4½
1.85	1.50	..	..	Crestbrook Tim.	100	1.60	1.55	1.55	1.55
21	18¾	..	..	Do. pref.	25	20¼	20	20	20
.35	.23	..	..	Do. warr.	nil	..	..	..	.23
60	54½	2.00	3.6	Crown Cork	nil	..	..	A56	56
31	26	.80	2.7	Crown Trust	875	30	31	30	30
58	53	a1.80	..	Crown Zeller	129	52¼	53¾	53	53
24½	21	1.00	4.3	Cr. Zell. (Can.) A	835	24	24	23	23
23½	22¼	.60	2.6	Crow's N. Coal	nil	..	B21	A22¾	23
				D					
85	85	7.00	8.2	Dalex Co. pref.	15	85	85	85	85
48	44¾	3.00	6.5	David & Fre. A	nil	..	..	A48	46
6.00	4.00	..	..	Davis Leather	932	5.75	6.00	5.25	6.00
..	..	‡5.00	..	De Havilland A	nil	..	B150	A250	190
34⅞	31½	1.20+‡.50	..	Distill.-Seagram	7895	31⅝	32	31⅝	32
..	..	*10.00+‡6.00	..	Dom. Ang. Inv.	nil	..	B480¼	..	455
93	93	5.00	5.4	Do. pref.	nil	..	B93	..	93
24½	21¾	.80+‡.20	..	Dom. Bridge	5286	22½	22⅝	21⅞	22
8⅝	6¾	..	..	Dom. Coal pref.	20	7	7½	6⅞	7½
22	19¼	1.00	5.0	Dom. Corset	215	20	20	20	20
9	5½	..	..	Dom. Dairies new	429	9	9	8	8
25	20½	‡.44	..	Do. pref.	10	24	24	24	24
50¾	25	.50	1.1	Dom. Electro	4345	43¾	48¾	43¾	47½
38½	13½	..	..	Do. warr.	1855	33	36¾	34	36¼
2.35	1.75	..	..	Do. rights	11055	1.85	2.35	1.90	2.20
20	16⅝	1.00	5.6	Dom. Engineer	450	16¾	18	16¾	18
12	12	.60	5.0	Dom. Fabrics	nil	..	B12	..	12
..	..	1.50	8.0	Do. 2nd pref.	nil	..	B21	..	18¾
49	41¾	‡.60	..	Dom. Fdry.	3475	45¾	46	45	45½
101½	99⅞	4.50	4.5	Do. 4½% pref.	300	99⅞	100	100	100
92	86	2.00+‡.60	..	Dom. Glass	1075	87¼	88	87¼	88
15⅝	14	.70	5.0	Do. pref.	220	14⅝	14⅛	14⅛	14⅛
..	..	8.00	4.1	Dom. Insur.	nil	..	B175	A250	†175
12	10½	..	..	Dom. Magnes.	425	10½	10½	†10⅝	†10⅝
47	44	2.00+‡.10	..	Dom. Oilcloth	5	44	†43	†43	†43
34	32	*.80+‡.20	..	Dom. Scot. Inv.	50	34	33	33	33
†49	†45¼	2.50	5.5	Do. pref.	25	†47	†45¼	†45¼	†45¼
22⅞	19⅞	1.00	5.0	Dom. St. & C.	1375	20½	20½	20	20
92½	83½	1.25	1.4	Dom. Stores	2215	90	90¼	89¼	90
17⅝	13¼	‡.27½	..	Dom. Tar & Ch.	38887	17⅛	17½	16¾	17
21	19⅛	1.00	4.8	Do. pref.	1365	20½	20¾	20	20¾
12	9⅝	.60	5.5	Dom. Textile	9350	10⅞	11¼	10⅞	11
130	130	7.00	5.4	Do. pref.	5	130	†130¼	†130¼	†130¼
19	15¼	.60+‡.15	..	Donohue Bros.	575	17½	17½	17½	17½
40¼	40	1.50	3.8	Dow Brew.	291	40	40	40	40
26	19¼	‡.30	..	Du Pont of Can.	6189	25	26	24¾	25½
80	73½	3.75	5.1	Do. pfd.	30	†73½	73½	†73	73½
8¾	7½	.55	7.6	Dupuis Fre. A	155	7½	7½	†7¼	†7¼
				E					
10	10	..	..	East Koot. Pr.	nil	..	..	A10	10
112	110	7.00	7.0	Do. pref.	nil	..	..	..	100
..	..	4.00+‡1.50	..	East Baker 4% pf.	nil	..	..	..	†103
15¾	15	.20+‡.05	..	Easy Washing	nil	..	B16	..	15¾
17⅛	15⅞	1.00	6.3	Do. 5% pref.	nil	..	B16	..	15⅞
40¼	37⅞	1.20+‡.40	..	Economic Inv.	650	38⅝	40	37¾	40
29	27	1.50	5.4	Eddy Match	1155	27¾	28	27½	27¾
72	53½	1.50	2.2	Eddy Paper	723	68	72	69	69
71½	53	1.00	1.4	Do. A	1250	68½	71½	68½	69⅝
3.00	2.95	.16+‡.08	..	Edmon. Concr.	nil	..	B2.90	A3.00	3.00
..	..	..	..	Electra Invest.	nil	..	B.98	..	1.25
18¾	14	‡.30	..	Electrolux	1077	18½	18¾	18¼	18¾
65	60	‡.90	..	Empire Life	nil	..	B65	A69	†65¼
8	5	.40	6.7	Enam. & Heat A	20	7	6	6	6
2.50	1.30	..	..	Do. B	200	2.50	2.25	2.00	2.25
54	53	‡.65+.25	..	Equitable Life	nil	..	B53½	..	53½
6½	6	.60	9.6	Erie Fl. & Wd. A	nil	..	B6¼	A7⅞	6¼
..	..	..	..	Do. B	nil	..	B1½	..	†1
19	19	1.04	5.5	Estabrooks pref.	nil	..	B19	A20	19
				F					
24	22¼	1.50	6.6	Fam. Players	1815	22¾	23	22½	22⅝
18⅝	17	a1.00	..	Fanny Farm	1250	17¾	18	17½	17⅝
30	30	..	..	Fed. Fire 25% pd.	nil	..	B30	A45	30
51	44	1.40	3.0	Federal Gran A.	430	47¾	48	46	46
28	27⅛	1.40	5.0	Do. pref.	395	27½	28	27½	28
1.35	1.25	..	..	Feralco	nil	..	..	..	1.25
4.00	4.00	..	..	Fibre Products	nil	..	B4.50	A5.00	4.00
6½	5	..	..	Do. pref.	200	†5½	6½	5	6½
†12	†10¾	.80	7.6	Fisher B. A	50	†12	†11½	†11½	†11½
9¾	9⅝	..	..	Do. B	nil	..	B7¾	..	†9
5½	5½	..	..	Fittings	nil	..	B6½	A8½	†6½
11	10½	.60	5.5	Do. A	100	10⅛	11	11	11
1.00	.65	..	..	Fleet Mfg.	1700	.78	.80	.75	.75
60½	50	‡a1.00	..	Ford Mot. (U.S.)	8656	56¾	60⅛	56¾	60
125½	108	5.00	4.1	Ford (Can.) A	4655	123⅞	124	119	123
117⅛	110	5.00	4.3	Do. B	nil	..	B122	A129	117⅛
4	3¾	..	..	For. Pr. Secs.	nil	..	B4	A4¼	4
17	14⅛	.50	3.2	Foundation Co.	2335	15¾	16	15½	15¾
35	30½	1.20+‡.30	..	Fraser Cos.	835	32½	32¾	31	32
30	25	.50+‡.75	..	Freiman	100	25	30	30	30
96	90	4.50	5.3	Do. pref.	2	†97	†85	†85	†85
7⅛	6	..	..	Fruehauf Tr.	650	6½	6¾	6½	6½
				G					
43	37¾	‡.75	..	Gatineau Pwr.	1347	41½	41¼	40½	41
103	100	5.00	4.9	Do. 5% pref.	332	102	102	102	102
108½	104	5.50	5.1	Do. 5½% prd.	300	106½	107	107	107
9.00	7.50	.30	4.0	Gen. Bakeries	1335	8.00	8.25	7.50	7.50
75	29⅝	‡■	..	Gen. Develop.	5048	60	55½	47	49
63¾	57½	a2.00	..	Gen. Dynamics	372	60	60½	59½	59½
..	..	a2.00	..	Gen. Elec.	nil	..	B78¼	A78⅝	66¼
49¼	43⅛	a2.00	..	Gen. Motors	575	45¼	46¼	44	44½
33	31	‡■	..	Gen. Products A	nil	..	B33	A33	32½
†30½	†30½	‡■	..	Do. B	nil	..	B30	..	†30½
16¾	10⅝	.40	2.4	Gen. St. Wares	5990	16⅝	16¾	16¼	16½
92	88	5.00	5.4	Do. pref.	20	90	92	92	92
194¾	180	4.00	2.1	Goodyear Tires	115	180	188	185	188
48	42	2.00	4.8	Do. pref.	10	42	42	42	42
7¼	6¾	.50	7.4	Gord. Mackay A.	300	7	6⅞	6¾	6¾
9	8	.50	5.6	Do. B	nil	..	B8	A9	9
..	..	a1.00	..	Goulds Pumps pf.	nil	..	B17¾	..	..
17	15¼	1.00	6.5	Grafton A	nil	..	B15⅝	..	15½
..	..	..	..	Do. B	nil	..	..	..	..
..	..	1.80+‡.10	..	Grand & Toy	nil	..	B45	A60	45
42½	35½	1.60	4.1	Gt. Lakes Pap.	2975	39½	41¼	39	39¼
30¼	23½	..	..	Gt. Lakes Pwr.	25	29	29	29	29
9.50	7.80	..	..	Do. warr.	1020	7.80	8.75	8.00	8.75
25¼	23¾	1.25	5.1	Do. pref.	nil	..	..	A22¼	24½
6⅝	5¼	‡.10	..	Gt. North Gas	2685	6⅛	6⅝	6	6
3.35	2.70	..	..	Do. warr.	225	3.00	2.90	2.75	2.75
40⅛	39	2.50	6.4	Do. pref.	nil	..	B39	A39½	39
41½	38	2.80	7.1	Do. $2.80 pref.	250	39	39½	39	39½
3.30	2.65	..	..	Do. B warr.	705	2.75	2.80	2.65	2.70
6¾	6	.50	8.0	Gt. West Coal A	500	6	6¼	6	6¼
5½	5⅛	.50	10.0	Do. B	75	5⅛	5⅛	5¼	5½
300	270	4.40	1.5	Gt. West-Life	nil	..	B294	A300	300
89	44	*1.00	..	Gt. W. Saddlery	395	88½	89	85¼	89
12¼	9½	..	..	Gt. Winn. Gas	2233	12	12¼	11⅛	11¾
12	9¼	..	..	Do. V.T.	4646	11⅛	11¾	11	11
4.60	3.90	..	..	Do. 1956 warr.	2368	4.40	4.60	4.50	4.55
6.25	4.50	..	..	Do. 1958 warr.	1400	6.25	6.00	5.75	5.75
4.25	4.00	.20	4.8	Greening	150	4.05	4.15	4.15	4.15
13½	12	.75	5.8	Greyhound Lines	1890	13⅛	13⅛	12¾	13
7	6	.40	6.7	Growers Wine A	425	6½	6½	6	6
..	..	..	..	Do. B	nil	..	..	..	..
27	26	.80	3.0	Guaranty Trust	249	26⅛	26½	26	26¼
6.50	3.50	..	..	Gurney Prod. c.	400	5.00	4.50	4.25	4.25
20	13¼	..	..	Do. pref.	225	18	18	13¼	13¼
49¼	38½	1.20	2.5	Gypsum Lime	3774	48	48¾	47¾	48
				H					
20¾	15	‡■	..	Hahn Brass	nil	..	..	..	17
†15	†15	.90	6.0	Do. 1st pref.	nil	..	B16	A21¾	†15
†8	†8	.50	8.8	Do. 2nd pref.	nil	..	B15	A17½	†8
20	15	.90	5.0	Ham. Cot.	nil	..	B17½	A18	18
85	85	5.00	5.9	Do. 5% pfd.	nil	..	B82	..	85
17¾	14⅛	..	..	Hardee Farms	8210	14¼	16	14⅛	15¼
105	103⅝	..	..	Do. A pref.	280	†103¾	104	103⅝	104
10⅛	8¼	.50	5.0	Harding Carpet	375	10¼	10	9⅞	10
11	11	.50	4.5	Hartz, J. F. A	nil	..	B10½	A12	11
25	21	*1.00	..	Hayes Steel	750	21	22	22	22
10.00	6.25	..	..	Hees, Geo. H.	3625	10.00	10.00	9.37½	9.50
5.12½	4.00	*.30●	..	Hendershot Pap.	200	4.50	4.35	4.30	4.30
70	70	‡1.50●	..	Do. pref.	10	70	†65	†65	†65
2.55	2.40	..	..	Hillcrest Coll.	100	2.40	2.40	2.40	2.40
51	47	1.80	3.7	Hinde & Dauch	360	50	49	48½	49
7.00	4.00	..	..	Holden Mfg. A	nil	..	B6.00	A6.00	6.25
4.50	1.75	..	..	Do. B	nil	..	B3.05	A4.40	4.50
18¾	18	‡.15	..	Holt Renfrew	1000	..	18⅜	18	18
21	18	.50	2.4	Horner, F. W. A	100	19½	21	21	21
..	..	..	..	Ho. De LaSalle	nil	..	..	..	†.75
46⅜	39⅛	1.20+‡.20	..	H. Smith Pap.	780	41½	41	39½	40
41¼	40	2.00	4.8	Do. pref.	832	41	†42	40¼	†42
5⅝	5⅝	..	..	Hubbard Felt	nil	..	B5⅝	..	5⅝
22	20	1.50	6.8	Do. A	nil	..	B21	A25	22
15⅛	15¼	.80	5.2	Hughes-Owen A.	110	†15¼	15¼	15¼	15¼
..	..	.40	2.9	Do. B	nil	..	..	A14½	14
†25	†25	1.60	6.4	Do. pfd.	nil	..	B25	..	†25
53⅛	49	‡.85	..	Huron-Erie	325	53	53⅛	53	53
				I					
72¾	62	1.40+‡.40	..	Imperial Bk.	1878	72¼	73¼	71¾	72¼
34½	31¼	‡.37½+‡.10	..	Imp. Flo-Glaze	130	31⅛	34½	34	34
12¾	10½	.50	4.4	Imp. Invest. A	4685	11¼	11⅛	10⅝	11¼
23	20	1.25	6.0	Do. 6¼% pfd.	125	20	21	20½	21
23	21¾	1.40	6.4	Do. $1.40 Ser. P.	610	22⅛	23	22	22
92	77½	2.00	2.5	Imperial Life	[illegible]	82	81	[illegible]	80
46⅝	41½	1.20	2.8	Imperial Oil	10389	44¼	44¼	42¾	42¾
14½	12⅞	.50+‡.17½	..	Imperial Tob.	4783	13½	13⅝	12⅞	12⅞
6⅛	5½	6%	3.8	Do. 6% pref.	1300	5⅞	6	5⅞	5⅞
39⅞	36¼	1.60	4.3	Indust. Accept.	6940	37⅞	37¾	36½	37⅛
95	89	4.50	5.1	Do. 4½% pfd.	800	89	89	89	89
45½	43½	2.25	5.0	Do. 4½% p. $2.50p	350	45	45	44½	45
53	49½	2.75	5.2	Do. 5½% pref.	50	53	53	52½	53
15.50	12.75	..	..	Do. warr.	740	13.62½	13.00	12.75	12.75
7⅛	7	.50	6.9	Ingersoll Mach. A	60	7⅛	7¼	7¼	7¼
7⅛	4¾	..	..	Inglis John	4843	7¼	7	6⅛	6⅛
5⅝	5½	..	..	Ingram & Bell	nil	..	B6¼	..	†6⅝
13	11¼	.60	5.0	Do. pref.	nil	..	B12	A13	13

Where there have been no transactions during the week covered, the word "nil" is shown under sales and the quotations shown are the bid, ask, and last sales price, instead of high, and close.

Range 1959 High	Low	Div. R'te $	Y'ld Apr10 %	Company	$ Sales	Last Apr. 3	Week end. Apr. 10 High	Low	Close or Latest
20⅛	17¾	..	..	Inland Cem. pf.	1479	19	19½	19	19
7½	5½	..	..	Inland Nat. Gas	3973	5⅞	6⅛	5⅝	5⅞
16¼	15	1.00	6.6	Do. pref.	430	15	15⅝	15¼	15½
3.10	2.60	..	..	Do. warr.	690	2.65	2.85	2.60	2.60
4.90	4.50	.24	5.3	Interior Brew. B	500	4.65	4.60	4.55	4.55
12⅛	12	.70	4.7	Inter. Bronze	180	12⅛	†15	12⅛	†15
25	22¾	1.50	6.1	Do. pref.	104	25	25	24½	24½
†70	†66	a4.00	..	Int. Mill pref.	nil	..	B71	A75	†66
94¾	83	2.60	4.1	Inter. Nickel	10310	89½	90	87⅝	88
..	..	..	..	Inter. Paints A	nil	..	B8	A14	15
†23½	†22	1.20	5.3	Do. pref.	nil	..	B21½	A22	†22¼
121¾	113	a3.00+‡■	..	Int. Paper	564	118	118⅛	114	114
..	..	a4.00	..	Do. pref.	nil	..	..	..	88
43⅛	37	‡a.30	..	Int. Pete.	146	†36½	37	†35½	†35½
31¼	27⅝	a1.00+‡.10	..	Int. Util.	4211	31	31¼	30	31¼
12¼	9¼	.70	5.7	Interp. Bld. Cr.	500	12	12¼	12¼	12¼
.45	.10	..	..	Do. B warr.	nil	..	B.25	A.38	.25
55⅛	48¼	‡.85+‡.40	..	Interp. Pipe	7452	52⅛	54	51⅝	53
6	5⅜	..	..	Interp. Steel	2980	5⅝	6	5⅜	6
46	44	2.40+‡.15	..	Invest. Foundat'n	nil	..	B44	A47	44
56	55½	3.00	5.6	Do. pref.	nil	..	B54	A57	†54
35½	26⅛	.50	1.4	Invest. Synd.	216	30	35⅛	33	35
30½	21¾	.50	1.7	Do. A	3163	28⅝	30⅛	28⅝	30
15	12	..	..	Iroquois Glass	1685	14¼	14⅛	13⅝	13⅝
				J, K, L					
28¼	20	.70	2.7	Jam. Pub. Ser.	320	26	26¼	25½	26¼
..	..	7.00	6.8	Do. pref.	nil	..	B103	..	103
12⅝	10	..	..	Jefferson Lake	2505	10⅛	10⅝	10¼	10⅝
54	53	a2.00	..	Johns-Man.	nil	..	B52½	A53	54
10⅝	10¼	.60	5.9	Johnston 6% pf.	nil	..	..	..	10⅛
16	16	.80+‡.20	..	Journal Pub.	10	†17	†16⅛	†16⅛	†16⅛
10.25	8.12½	.25	2.7	Keil. Doug. A	4581	9.62½	9.75	9.25	9.37½
6.10	4.60	..	..	Do. warr.	7270	5.35	5.50	5.25	5.50
12⅛	8½	..	..	Kelvinator	810	12⅛	12½	12¼	12⅝
..	..	..	..	La Comp. Fon.	nil	..	B65	..	†45
30	27⅛	1.20	4.1	Labatt, John	3270	28⅞	29	28¼	29
11⅛	9	..	..	Lafarge Cem. A	380	†9	9½	9	9½
123	120	7.00	5.8	L. of Woods pfd.	5	121	120	120	120
3.05	2.65	..	..	Lakeland N. Gas	4000	2.70	2.75	2.65	2.75
85	80	..	..	Do. 6% S. Debs.	121	81⅛	82½	82	82
13¾	10½	.70	5.4	Lambert, Alf. A	nil	..	B12½	A13½	13
..	..	.70	5.6	Do. B	nil	..	B13	..	12½
39¼	39¼	..	..	Langley's pfd.	nil	..	B39¼	A45	39¼
..	..	*a.70	..	Latonia	nil	..	B20½	A21¾	..
28½	24¼	1.00+‡.25	..	Laura Secord	230	26	26	25	26
15	12¼	.50+.10	..	Laur. Accept. A.	170	15	†16	15	15
22	20	1.00	5.0	Lawson & J. A	nil	..	B20	A22¾	20
25	25	1.00	4.0	Do. B	nil	..	B21	..	25
11	10½	.60	5.7	Lewis Bros.	nil	..	B10½	A11	10½
155	141	‡1.08	..	Loblaw Groc.	20	141	155	155	155
30⅝	28¾	1.50	5.2	Do. A 1st pref.	740	29½	29⅛	28¾	29
58	55½	‡1.08	..	Do. 2nd pref.	24	57	†54	†54	†54
31⅛	30	1.60	5.2	Do. B 1st pfd.	630	30	30⅛	30	30
40⅛	34	.40	1.0	Loblaw Comp. A	2932	38¾	39	38	38¼
42	34	.40	1.0	Do. B	3316	40	40½	40	40
46½	44¼	2.40	5.2	Do. pref.	960	45½	46	45	46
17¼	12	..	..	Do. A warr.	1555	16	16⅝	16	16
165	138	a2.00	..	Loblaw Inc.	1206	152	165	151	162
†1.50	†1.50	..	..	Lochabar	nil	..	B1.50	..	†1.50
10⅛	9	.30	2.7	Lon. Can. Invest.	40	9⅝	†11	†11	†11
1.55	1.55	*.85	..	Lon. Hose.	nil	..	B1.25	A4.00	1.55
5.50	4.80	.80	1.3	Do. A	210	†6.00	†6.00	5.00	†6.00
33	27¼	1.00	3.1	L. St. Law. Pwr.	275	33	32	32	32
33	29	1.00	3.4	Lowneys	50	29⅛	29	29	29
				M					
15	14	*1.00	..	Mackin Steel	nil	..	B14	A15	15
†96	†96	5.00	5.2	Do. pref.	nil	..	B96	..	†96
83	80	2.00+‡.50	..	Maclaren Pr.	700	80½	81	80	80
24	21¾	1.20+‡.40	..	Macleod's A pfd.	330	22½	23	22½	23
†42	†34	.50	1.5	MacMil. & Blo. A	nil	..	B40	..	†34
44½	35¾	1.00+‡.25	..	Do. B	5613	41¾	42	41	41¾
1.80	.92	..	..	Mags Sp. Gds.	8475	1.45	1.50	1.40	1.40
14½	14½	..	..	Magnum Fund	nil	..	B14⅝	A16	†14⅝
27½	21½	1.20	4.9	Maher Shoes	255	24	24¼	22	24¼
..	..	.60	2.4	Mailman Corp.	nil	..	..	A20	25
85	85	5.00	5.9	Do. pref.	nil	..	..	A85	85
25	22	1.00	4.5	Do. C.C. pref.	nil	..	..	A27¾	22
6	6	.40	6.7	Man. & Sask. A	nil	..	B6	..	6
..	..	*.40	..	Do. B	nil	..	B5	..	5⅞
†96	†96	6.00	6.3	Man. Sugar pref.	nil	..	B92	..	†96
25	21	1.20	4.8	M.L. Gardens	77	22¾	25	23⅝	25
16¾	12¼	.50	3.4	Maple Leaf M.	1030	15¼	15¼	14½	14½
96	92	5.00	5.3	Do. pref.	6	93	94	94	94
15¼	10½	.40	2.8	Massey-Ferg.	104341	14	14⅝	14	14¼
150	106	4.50	3.8	Do. 4½% pref.	40	114	119¼	116	119¼
5.50	4.50	.40	7.3	Maxwell Ltd.	nil	..	B5.37½	A5.50	5.50
†14¼	†11½	1.00	7.9	McBrine pref.	nil	..	B12¾	A15½	†12⅝
33½	33½	1.00	3.0	McCabe Grain	nil	..	B34	..	33½
..	..	.24	5.3	W. G. McMahon	nil	..	B5	A7	4½
†9	†8½	aa.10	..	Melchers	nil	..	B8	A9	†9
15⅞	14⅜	.60+‡.40	..	Do. pref.	303	15¼	15⅛	15	15
.60	.08½	..	..	Mercury-Chip.	17428	.20	.60	.25	.52
49½	47½	2.75	5.7	Mersey P. 5½% p.	960	49	49⅛	48¼	48¼
16	13⅛	1.00+‡■	..	Mexican Lt.	2120	15¼	16	15¼	16
14¼	13¾	1.00	7.1	Do. pref.	nil	..	B13½	A14	14¼
17	14	1.00+‡■	..	Mid Pac. Grain	nil	..	B17	..	17
1.70	1.35	..	..	Midwest Ind.	8334	1.55	1.70	1.50	1.65
.49	.30	..	..	Do. warr.	nil	..	B.31	A.37	.30
3.75	2.85	.20	6.3	Milton Brick	700	3.30	3.30	3.20	3.20
36½	31⅞	1.60	5.0	Minn. & Ont. P.	600	33	33⅛	31⅞	31⅞
32	32	1.25	3.9	Mitchell, J. S.	48	†33	32	32	32
12⅞	10½	‡.25	..	Mitchell, Robt. A	nil	..	B11	A11¾	11⅞
4.10	2.50	..	..	Do. B	205	3.25	3.25	3.25	3.25
13	12	1.00	8.3	Mod. Contain. A	nil	..	B12½	A12½	12
27	22⅞	.90	3.7	Molson Brew. A	814	25⅛	25¼	24	24½
26⅞	22⅞	.90	3.6	Do. B	711	25	25¼	24	24¾
42	40	.55	1.3	Do. pref.	699	41½	41½	40	41
48	36½	‡■+■	..	Molybdenum	158	41	48	42	48
37	22	..	..	Do. warr.	nil	..	B34	..	31⅛
6½	6⅛	..	..	Monarch Knit.	nil	..	B6	A6¾	6½
85	75	4.50+‡2.25	..	Do. 4½% pref.	6	85	†87	†87	†87
58	58	..	..	Monarch Life	nil	..	B60¼	..	58
48	48	2.00+‡1.00	..	Monarch Mtge.	10	†45	†60	†60	†60
19¼	17½	1.00	5.5	Montreal Locom.	1745	18¾	18⅝	18¼	18¼
†40	†40	2.00	5.0	Mont. Refrig. & S.	nil	..	B40	..	†40
51	46	1.20+‡.30	..	Mont. Trust	175	50	47	47	47
..	..	*1.20	..	Montrose Inv.	nil	..	B20	..	11½
109	89½	a1.80+‡.20	..	Moore Corp.	6545	105⅞	109	105½	107
1440	1440	a7.00	..	Do. pref. A	nil	..	B1704	..	†1456
..	..	a7.00	..	Do. pref. B	nil	..	B2256	..	2064
31¼	27	*.25	..	Morgan, H.	95	30⅛	31¼	31	31¼
96	94	4.75	4.9	Do. 4¾% pfd.	20	94½	96	96	96
9	7⅛	.60	7.3	Mt. Royal Dairy	250	8¼	8⅜	8⅛	8¼
26	23	1.00+‡.25	..	Mt. Royal Rice	nil	..	B23	A25	23
8¼	8	..	..	Mussens Can.	nil	..	B9	..	8
				N					
17	14¾	.80	4.7	Nat. Drug.	2195	16	17	15⅞	17
16	14¾	.60	3.8	Do. pref.	105	15½	15¾	15¾	15¾
20¼	20	.60	3.0	Nat. Grocers	nil	..	B20½	A22	20
27¾	27	1.50	5.5	Do. pref.	100	27¼	27¼	27¼	27¼
..	..	.20	4.3	Nat. Hosiery A	nil	..	B4.50	..	†4.60
5.50	4.95	.32	6.4	Do. B	300	5.50	5.25	5.00	5.00
109	109	*a3.25	..	Nat. Lead	nil	..	B108¾	A109½	109
19	16	‡●	..	Nat. Steel Car.	1162	16⅞	17	16¾	16⅞
52	49	1.60+‡.20	..	Nat. Tr.	260	51	52	52	52
15⅝	14⅛	.60	4.0	Neon. Prod.	67	15¾	15	15	15
51½	46⅝	1.80	3.7	Nfld. Lt. & Pwr.	90	48⅛	50	48⅝	49
15⅛	14	.60+‡.15	..	Niag. W. Weav.	50	15⅛	15¼	14	15¼
15⅛	13	.60+‡.15	..	Do. B	nil	..	B14¾	A15	14¾
58.00	50.00	2.00	3.9	Noranda	10642	52¼	52½	50	51½
13⅞	12	..	..	North Star Oil	145	13¼	12⅝	12½	12½
1.10	.21	..	..	Do. warr. 1956	1252	.30	.30	.21	.26
44	42	2.50	5.9	Do. pref.	75	42½	42¼	42	42¼
5.00	3.50	..	..	Do. S.P. w. '57	850	3.55	3.70	3.50	3.55
15¼	14¾	.60	4.1	Do. A	2757	14½	15	14½	14½
..	..	‡■	..	North Cdn. Mtge.	nil	..	B47	..	†55
16¾	13½	..	..	Nth. Ont. N. Gas	5115	15⅛	15	14½	14¾
28	25⅛	1.60	6.0	North Que. Pwr.	25	26	26⅞	26⅞	26⅞
50	48	2.75	5.6	Do. pref.	nil	..	..	..	49
4.00	3.05	.10	2.9	North Tele.	18350	3.40	3.50	3.35	3.40
.20	.10	..	..	Do. rts.	57391	.16	.20	.15	.17
18	17¼	*.45	..	Northland	nil	..	B15½	A17½	18
79	75¾	4.00	5.3	Northwest U. pf.	100	76	76	†75	†75
				O, P, Q					
18	17	..	..	Oakville Wood	120	17	17	†16	17
18	14⅛	.60	3.6	Ocean Cem.	530	16⅝	16½	15¾	16½
16½	16	.80	4.8	Office Spec.	nil	..	B14⅛	..	16½
45	40	1.40+‡.25	..	Ogilvie Flour	800	41½	42	41	41¾
145	132	7.00	4.8	Do. pref.	nil	..	140	144	145
12	11	.60	5.0	Okanagan Tel.	443	11¾	12	11⅝	12
4.35	3.50	*.10	..	Okan. Helicopters	2770	4.30	4.35	4.20	4.25
.51	.50	■*.50	..	Ont. Beauty S.	nil	..	B.50	..	.50
8¾	8¾	..	..	Do. pref.	nil	..	B8	A9	8¾
2.80	1.90	.10	3.8	Ont. Jockey C.	18443	2.70	2.80	2.65	2.65
.69	.37	..	..	Do. warr.	19000	.65	.69	.61	.63
11¼	8⅝	.60	5.6	Do. 6% pref.	430	11	11	10	10⅝
10	8	.55	5.6	Do. 5½% pf. B	325	9⅞	10	9⅞	9⅞
29	26	1.00+‡.20	..	Ontario Loan	200	28	28	28	28
28¾	22⅝	7.00	3.1	Ontario Steel	150	23	24	†22½	†22½
†127	†127	7.00	5.6	Do. pref.	nil	..	..	A140	†127
7.25	3.35	..	..	Orange Crush	3260	7.00	7.25	6.25	6.25
3.50	3.50	‡.60	..	Pac. Atlantic	nil	..	B3.25	..	3.50
60	60	1.00+‡1.50	..	Pac. Coast Tms.	nil	..	B56	..	†56
36¾	31	.90	2.8	Page Hersey	6550	33	33	31¾	32
†6¼	†6¼	..	..	Paton Mfg.	nil	..	B6½	A10	†6¼
†20	†20	1.40	7.0	Do. pref.	nil	..	B18	A22¼	†20
8	7¾	*.50	..	Paul S.S.	nil	..	B7½	A9	7¾
11⅝	9	..	..	Pembina Pipe	3415	9¾	10½	9½	10½
49	44	2.50	5.6	Do. 5% pref.	nil	..	B45½	A47	45
35	30	1.80	5.2	Penmans	4405	31½	35	31⅛	34¾
109	108	6.00	5.6	Do. pref.	5	108	†106½	†106½	†106½
28	19¾	‡.30+.10	..	People's Cr. Jr.	1695	24⅞	26	25	26
100¼	100	6.00	6.0	Do. pfd.	10	100¼	†99½	†99½	†99½
18⅝	16	‡.35	..	Photo Eng.	225	16	16½	16⅜	16½
43¼	36½	1.20+‡.30	..	Powell River	2372	39⅛	40	39	39⅞
70	61¼	2.00	3.0	Power Corp.	1495	68	67¾	66½	67½
43⅝	40½	2.25	5.2	Do. 1st pref.	160	42½	43⅝	43⅝	43⅝
76½	72	3.00	3.9	Do. 2nd pref.	20	76⅛	76⅛	76⅛	76½
5.12½	4.40	..	..	Prairie Pipe	3050	4.30	4.60	4.50	4.55
5.87½	4.50	..	..	Premier Steel	3950	5.25	5.50	5.12½	5.37½
136	125¾	8.00	6.2	Premier Trust	nil	..	B130	A150	135
7⅝	4⅛	*.05	..	Prem. Iron Ore	1300	5⅛	5⅞	5⅜	5⅞
2.45	1.55	.10	4.5	President Elec.	6810	2.25	2.25	2.10	2.20
50¼	44⅝	2.00	4.5	Price Bros.	2255	44¾	45	44⅝	44¾
88	84	4.00	4.7	Do. pref.	nil	..	B83	A88	85
†9¾	†9½	..	..	P.R.M. Inc.	nil	..	B10	..	†9¾
..	..	..	..	Propane Credit A	nil	..	..	A.40	.85
14¼	13	1.00	7.1	Prov. Transport	75	14¼	14¼	14	14
43¾	42	2.50	5.8	Do. 5% pref.	125	43⅝	43½	43	43
22⅞	19	..	..	Quebec Nat. Gas.	2958	19¾	20	19¼	19½
40	38	1.60	4.1	Quebec Power	575	39	40	39	39
32½	27¼	.90	2.8	Que. Telephone	710	32	32	32	32
..	..	.75	4.2	Do. A	nil	..	..	..	180
14	11¼	..	..	Do. warr.	225	14	14	14	14
20⅛	20	1.10	5.4	Do. 5½% C.P. shs.	200	20½	20½	20½	20½
†3.30	†3.30	‡.15	..	Quinte Milk com.	nil	..	B3.30	..	†3.30
11⅝	11⅝	.60+aa.15	..	Do. A	nil	..	B11⅝	..	11½
				R					
18	18	1.10+‡.10	..	R. & M. Bear. A	nil	..	..	..	18
14	10	‡.30	..	Rapid Grip	100	†14½	†14¾	†14¾	†14¾
28	22	.60+‡.15	..	Reitman's	1265	25½	28	26	27⅛
..	..	1.10+‡.20	..	Renold-Ch. A	nil	..	B17⅛	..	17
81	81	4.75	5.6	Reynolds-Alu. pf.	10	†85	†85	†85	†85
..	..	..	..	Ridgeway	nil	..	..	..	9⅝
11	10½	*.50	..	River S. Mill A	nil	..	B10¼	A11	†10¾
..	..	..	..	Do. B	nil	..	B3.50	A4.00	4.00
15⅛	15	*1.00	..	Robertson, J.	nil	..	B13¾	A15	15½
19	15	.80	4.4	P. L. Robertson	375	18	19	17½	18
18	16¼	1.00+‡aa.15	..	Do. pfd.	300	18	17⅞	17⅛	17⅛
3.25	3.25	..	..	Robinson Cotton.	nil	..	B3.00	A4.25	3.25
†1.25	†.90	..	..	Do. pref.	nil	..	B1.00	A2.75	†.90
13⅛	12	.80	5.9	Robinson Little	100	†13¾	13½	13½	13½
17⅝	17	1.00	5.7	Do. A	270	17	17⅝	16¾	17⅝
13⅝	9½	‡.30	..	Roe. A. V. Can.	14241	10¼	10½	10	10⅛
100⅛	95¾	5.75	5.9	Do. 5¾% pfd.	365	98	99	97	98
35	21	1.00	2.9	Rolland Pap. A	300	35	34⅝	34	34
31	27	.50	1.6	Do. B	nil	..	B31	..	31
80	80	4.25	5.3	Do. pref.	nil	..	B80	A83	80
80	75¼	2.00+‡.25	..	Royal Bank	6836	79	80	78⅝	78¼
10⅛	10⅛	.60	5.8	Royal O. Dairy A	100	10¼	10⅜	10⅜	10⅜
11¼	9	.60	5.6	Russell Indust.	3120	11	10⅝	10⅛	10⅝
				S					
17⅛	15⅝	..	..	St. Law. Cem. A	885	17¼	17½	16	17¼
19⅝	16½	1.00	6.2	St. Law. Corp.	6485	17⅞	18⅝	17	17⅞
101	97½	5.00	5.1	Do. 5% pf. A	40	98	98½	98	98½
1.25	.85	..	..	St. Maurice Gas	18400	.93	.93	.85	.93
16⅝	13⅝	‡.06	..	Salada-Shr.-H. n.	11565	14⅛	14⅝	14	14⅝
11.25	8.85	..	..	Do. warr.	1665	9.45	9.40	9.00	9.00



Range 1959 High	Low	Div. R'te $	Y'ld Apr10 %	Company	$ Sales	Last Apr. 3	Week end. Apr. 10 High	Low	Close or Latest
12¼	12	‡.15	..	Sangamo	nil	..	B12	..	12
9	8	.80	8.9	Scarfe & Co. A	30	9	9	9	9
..	..	..	..	Do. B	nil	..	..	A10½	7⅛
14½	12	1.00	6.7	Scythes & Co.	nil	..	B15	A15	†15
..	..	1.25	6.3	Do. pref.	nil	..	B20	..	†20
35	31¼	‡.37	..	Shawinigan	7255	33⅛	33¾	32⅞	33⅛
37⅛	35	1.33⅓	3.7	Do. A com.	90	36	36	36	36
43	40	2.00	4.7	Do. 4% pref. A	480	43	43	42	42½
48	45	2.25	4.7	Do. 4½% pf. B	225	48	48	48	48
18¼	18½	a.60+‡■	..	Sheraton	nil	..	B12	..	†15
52⅞	46¾	1.80+‡.25	..	Sher. Wms.	1425	49	49½	49	49
139½	132	7.00	5.1	Do. pref.	nil	..	B135	A140	137½
24	18	‡.40+‡■	..	Shop & Save '57	2175	22½	23¼	22	22
1.80	1.41	..	..	Do. rts.	8002	1.70	1.64	1.41	1.45
36½	32½	1.20+‡■	..	Sicks' Brew.	1330	35	34¼	33	34¼
36½	32¼	1.20+‡■	..	Do. V.T.	nil	..	B33	..	34
5.12½	4.90	‡.17½aa	..	Do. 6% pfd.	25	5.12½	4.90	4.90	4.90
31½	30¾	.90	2.9	Sidney Roofing A	20	30¾	30¾	30¾	30¾
†18¾	†18	1.00	5.6	Silknit	20	†18¾	†18	†18	†18
38	38	2.00	5.3	Do. pref.	35	38	38	38	38
12	11⅛	.60	5.1	Silverwoods A	372	11⅞	11⅞	11¾	11¾
11⅞	11	.60	5.1	Do. B	100	11¼	11⅞	11⅞	11⅞
†88	†88	5.00	5.7	Simon & Sons pf.	nil	..	B88	..	†88
38½	32	.60	1.6	Simpson	6665	37	38⅝	36¼	37⅝
1.65	1.10	..	..	S.K.D. Mfg.	2800	1.20	1.30	1.20	1.30
32½	26½	1.20+‡.25	..	Slater, N.	150	30	28½	27⅝	27⅞
†43⅛	†42	2.12	4.9	Do. pref.	nil	..	B43	..	†43⅛
51	49	2.80	5.7	Somerville pfd.	nil	..	B49½	A50	49
77½	63⅛	‡1.20	..	Southam	325	74½	76⅛	76⅛	77½
56	56	2.50	4.4	So. Can. Pr.	nil	..	B57	A62	†57
131	123	6.00+‡aa1.00	..	Do. pref.	nil	..	B123½	A125	123
220	195	2.25	1.1	Sov. Life 25% pd.	nil	..	B200	A210	210
..	..	..	..	Do. 100% pd.	nil	..	..	..	225
7¾	5	..	..	Spartan Air	55	5⅛	5⅝	5½	5½
2.50	1.30	..	..	Do. warr.	1325	1.73	2.00	1.65	2.00
..	..	‡a.65	..	Stand. Brands	nil	..	B61⅛	A61⅝	58½
52	47½	2.00+‡.50	..	St. Pav.	560	49½	50	49	49½
14¾	14¼	.60	3.3	Stand. Radio	55	†16½	†15	†14¾	15
12	10	.60	5.8	Stand. St. Stl.	850	10⅛	10⅝	10½	10⅝
9½	8½	.60	7.7	Stan. Brock A	130	8½	8⅛	†7¾	†7¾
†10	†7⅞	.40	4.0	Do. B	nil	..	B8⅛	A10	†10
43¾	36¼	1.20	2.8	Stedman Bros.	935	42	43¾	41⅝	43
79	68½	1.60+‡.30	..	Steel of Can.	7132	73	74¼	71⅝	74
102	100½	5.25	5.2	Steinb'g's 5¼% p.	5	101	101	101	101
34¼	23¼	‡.10	..	Do. A	12257	32	32⅛	30⅛	30½
45	42	2.00+‡.20	..	Sterling Trust	nil	..	B45	A47	45
6½	5	..	..	Stovel Press pref.	150	5⅝	5⅝	5⅝	5⅝
16⅝	16	1.00	6.0	Stuart, D. A.	nil	..	B16¾	A17	†16⅝
14	13	*.15	..	Sun Publishing A	585	14	†14½	14	†14½
14	13¼	‡.02½+■	..	Do. B	75	13¾	13⅛	13⅛	13⅛
14¾	11¼	.40	2.7	Sup. Propane	1795	14	14¾	14	14¾
23½	23	1.40	6.0	Do. pfd.	105	23½	23½	23¼	23½
4.10	3.15	..	..	Do. warr.	1890	3.70	†4.25	3.75	†4.25
17¾	15½	‡.25	..	Sup. Pete Ord.	807	16	16	15¾	16
4.25	3.25	‡.02½	..	Do. com.	nil	..	B3.30	A3.85	3.35
100	98	5.00	5.0	Do. pref.	60	99½	99½	99½	99½
5.12½	3.80	.28	5.8	Switson Ltd.	1050	4.65	4.90	4.80	4.80
				T, U					
32	27	.60+‡.40	..	Tamblyn	125	28⅛	30	28⅛	30
44¾	32½	2.00	4.7	Do. 4% pref.	nil	..	B42½	A44¾	42½
13⅛	9	.50	3.9	Taylor Pearson	1500	13	13⅛	12¾	12¾
9½	8⅞	.50	5.6	Do. 5% pref.	nil	..	B8⅝	A9	8⅞
75	67	1.60	2.3	Texaco Can.	2383	72	71¾	69⅛	70
93	92	4.00	4.3	Do. pref.	84	92	92	92	92
7⅝	6⅞	‡.15	..	Third Cdn. G.I.	nil	..	B7½	A7⅝	7½
..	..	‡.02	..	Thompson P. B.	nil	..	B2.50	A3.00	3.00
8½	6	.50	3.9	Tip Top Can. A	225	†6½	8½	8	8½
17½	12½	..	..	Tip Top Tailors	405	16⅝	†18½	17½	†18½
.50	.50	..	..	Tooke Bros.	nil	..	..	A.65	.50
..	..	..	..	Do. pfd.	nil	..	..	A.60	.65
58	51	1.60+‡.20	..	Tor. Dom. Bank	2247	57½	58	57	57½
44⅝	37	1.00+‡.25	..	Tor. Elevators	170	42⅝	42¾	42	42⅝
47	41½	1.60+‡.10	..	Tor. Gen. Tr.	50	46½	46	45½	45½
31	26	1.00+‡.50	..	Toronto Iron	25	27	26	26	26
31	25	1.00+‡.50	..	Do. A	1000	26½	27	25	25
150	150	5.00	3.5	Tor. Mtge.	nil	..	B110	..	†141
..	..	1.00	2.5	Tor. Savings	nil	..	B50	..	†40
59½	56	3.00+*aa1.00	..	Tor. Star pref.	100	59	58⅛	58¾	58¾
32½	32	1.60+‡.40	..	Traders Bldg.	nil	..	B31	..	32½
44⅛	37¾	2.40	6.2	Traders Fin. A	5540	39	39	38	39
43½	38	2.40	6.2	Do. B	10	38	39	39	39
84½	80	4.50	5.5	Do. 4½% pref.	5	80	82	82	82
43	38½	2.00	5.0	Do. 5% pref.	225	39¾	40	39	40
†15¾	†15½	1.00	6.1	Do. A rights	nil	..	B15½	A20	†15½
..	..	1.00	6.7	Do. B rights	nil	..	B15½	..	†15
8.50	4.50	..	..	Do. warr. 1956	400	6.50	6.50	6.10	6.10
11.12½	8.00	..	..	Do. warr. 1957	350	10.12½	9.75	9.75	9.75
3.50	3.50	..	..	Transair A	50	†3.25	†3.00	†3.00	†3.00
.40	.25	..	..	Do. B	600	.35	.35	.35	.35
27	20	‡.40	..	Trans-Can. C.F.	350	26	27	26	27
31	25	..	..	Trans-Can. Pipe.	19659	27⅛	29	27¾	28⅛
14	10¾	*●	..	Trans-Mt. Oil	38770	11½	12⅝	11⅝	12⅝
29	23⅛	..	..	Trans-Prairie	640	24	24¾	24	24
5.75	4.25	..	..	Twin City Gas	800	5.25	5.50	5.50	5.50
12¼	8⅞	‡.12½+.15	..	Union Accept.	450	11⅝	11⅝	11⅝	11⅝
13	10½	.60	4.8	Do. 2nd pref.	1025	12⅛	12¾	12⅛	12⅜
17⅝	15⅝	.32	1.9	Union Gas	4445	16	16¾	16⅛	16½
52⅛	50⅛	2.75	5.3	Do. 5½% pfd.	600	52	52⅛	51¾	52
7½	7½	.50	6.8	Un. Amuse. A	nil	..	B7½	A8½	7½
†6	†6	.50	6.8	Do. B	nil	..	B6	A7	†6
..	..	..	..	Do. A V.T.	nil	..	B7½	A9⅛	..
14	11⅞	‡.30	..	United Cdn. Shs.	nil	..	B13	..	13
28½	28	1.50	5.2	United Corp. A	25	28	†29	†29	†29
25	22½	.60+‡.25	..	Do. B	300	23¾	23⅛	23	23⅛
9	9	..	..	United Distill.	nil	..	..	A9	9
58	55	3.00	5.3	United Fuel A pf.	75	58	58	57	57
53	46¾	*1.00	..	Do. B pref.	160	52	49	49	49
17	15½	1.00	6.1	United Grain A	63	16⅝	16⅛	16¼	16⅛
13	10⅝	‡.20	..	United Steel	1205	12⅛	12	11¾	12
2.50	.80	..	..	Utd. Tel. Films	63025	2.15	2.25	2.05	2.15
85⅛	41⅛	‡a.55+■	..	Universal	20	62	70	70	70
				V, W, Y, Z					
2.70	2.50	..	..	Vanadium All.	450	2.60	2.60	2.55	2.55
†70	†63	3.00+‡1.00	..	Viau Limited	25	†70	†70	†70	†70
7¼	6¾	.50	7.4	Viceroy A	100	6¾	6¾	6¾	6¾
2.40	2.00	..	..	Do. B	600	2.35	2.40	2.35	2.40
35	31	1.20	3.4	Victoria & Gr.	nil	..	B33¼	A35	35
†14	†14	1.25	8.9	Vir. Dare 5% pf.	nil	..	B14½	A15	†14
2.50	2.05	..	..	Wainwright	600	2.05	2.10	2.05	2.05
36⅛	32⅛	1.40	4.2	Walker-Good	10026	33	33⅝	33	33⅛
8	5⅜	..	..	Watermans Pen	4000	6¼	6⅝	6	6⅝
6.75	4.60	..	..	Waterous Eqpt.	905	5.75	6.00	5.50	5.87½
4.10	3.35	..	..	Webb & Knapp	7300	2.80	4.10	2.95	4.00
67	67	..	..	Wellington Fire	nil	..	..	..	67
†2.30	†2.30	..	..	Wesley Mason pf.	nil	..	B2.55	..	†2.30
15⅛	13⅜	*.20	..	Westeel	1200	13⅛	13⅝	13¾	13⅝
33	32⅛	1.20	3.6	West. Can. Brew.	234	32½	33	32½	33
9⅛	7⅛	‡.10	..	West. Can. Steel	1475	8	8½	8⅛	8½
11	8⅛	..	..	West Copper	550	9	9⅛	9	9¼
4.40	3.20	..	..	Do. warr.	700	3.80	3.85	3.40	3.40
39⅛	35¼	2.00	5.4	West Grocers A	nil	..	B37	A37¼	37
28	27	1.40	5.1	Do. pref.	nil	..	B27½	A28	27½
..	..	7.00	5.8	West Koot. pref.	nil	..	..	..	121
19	16¾	.60+‡.10	..	West Plywood B.	135	16	17½	17½	17½
†30⅛	†30⅛	.50+‡.12½	..	Westminster P. A	12	29⅛	†30⅛	†30⅛	†30⅛
32	28	.70+‡.10	..	Do. B	274	31	31	30½	30⅛
42½	34¼	.60	1.5	Weston G. A	3908	40⅝	41	39	39⅛
42½	34	.60	1.5	Do. B	1540	41	40⅝	38⅝	39⅛
95	87	4.50	5.0	Do. 4½% pref.	25	91	90⅛	90	90⅛
23.25	14.50	..	..	Do. warr.	3295	21.50	21.50	20.00	20.00
107¼	106	6.00	5.7	Do. 6% pref.	90	106	107	106	106
33	29	‡1.40	..	White Hard. pfd.	20	32	32	32	33
8½	7⅝	..	..	White Pass Yuk.	2050	7⅛	7⅝	7⅝	7⅝
..	..	*1.00	..	Willson Stat.	nil	..	B42	A45	41
†99½	†99½	5.00	5.0	Do. pref.	nil	..	B99½	..	†99½
12	10	.50	4.2	Wilson, J. C.	nil	..	B10½	A12½	12
62	52	..	..	Windsor Hotel	nil	..	..	A68	†64
550	500	..	..	Wpg. Wn. Club	1	550	550	550	550
5.50	4.25	*.30	..	Wood Alex	350	5.12½	5.50	5.00	5.12½
96	95½	5.50	5.7	Wood, G. H. 5½% p.	5	95½	96	96	96
27½	25	1.60	6.2	Wood, J. A.	905	25¼	25½	25	25¾
81	79¼	4.50	5.6	Do. pref.	40	†81	81	81	81
†.50	†.50	..	..	Woodford A	nil	..	B.50	..	†.50
†10	†10	..	..	Do. B	nil	..	B.10	..	†.10
40	39	*■	..	Woods Mfg.	nil	..	..	A40	40
23⅛	18⅛	.35	1.6	Woodward A	11015	23	23½	20⅛	22½
12.25	9.10	..	..	Do. A warr.	2210	11.75	11.87½	11.50	11.87½
8.00	8.00	‡.30	..	Wool Combing	nil	..	B7.50	A8.00	8.00
2.00	1.70	..	..	York Knitting A	500	1.33	2.00	1.90	1.90
.30	.05	..	..	Do. B	100	.15	.16	.16	.16
40	35⅛	1.20	3.0	Zellers	33	39	39½	38¾	39½
48	45	2.25	4.9	Do. 4½% pref.	85	45⅝	45½	45½	45½

♦U.S. funds. ●●Participating divd. ●Dividend action deferred. ■Stock divd. ‡‡Initial. †Less than board lot. ‡Note: When sales show nil the figures are bid, ask and latest sale. §Paid or declared in 1959. ‡Extra paid in 1958. *Paid in 1958. ■■On arrears. ♦♦On Redempt. ♦Paid on arrears.

Dividends

Company	This payment $	Date payable	*Date of record
Alg. C. & Hud. B Rly p	♦.75	Jun. 1	May 15
Amer. Neph.	.03	May 1	Apr. 1
Anglo-C P&P $2.80 p	.70	Apr. 20	Mar. 31
Anglo-Cdn. Tel A	.30	Jun. 1	May 8
Do pf	.561	May 1	Apr. 10
Anthes Imp. pfd	1.37½	May 1	Apr. 10
Argus Corp.	.25	Jun. 1	Apr. 20
Do $2.50 pf B	.62½	May 1	Apr. 20
Do $2.40 pf A	.60	May 1	Apr. 20
Aro Equip Corp 10% stk.		Jun. 15	May 15
Assoc. T. & T.	†2.00	Jun. 15	May 15
Do A	†1.00	Jul. 1	Jun. 1
Atlantic W. 5½% p	.68	Jun. 1	May 15
Atlas Steels	.25	May 1	Apr. 3
Aunor G.M.	.04	Jun. 1	May 11
Auto Elec. Serv.	.25	Jun. 15	May 22
Bk. Nova Scotia	.55	May 1	Mar. 31
Barber Ellis	‡.80	May 15	Apr. 30
Bath. Pr. & Pap A	.50	Jun. 1	May 4
Beld. Cort. pf	.17½	May 1	Mar. 31
Bird Construct.	.60	Jun. 30	Jun. 15
Do	.60	Sep. 30	Dec. 15
Do	.60	Dec. 31	Dec. 15
Blue Ribbon pf	.62½	May 1	Apr. 15
Bralorne Pion. M.	.10	Apr. 30	Apr. 9
Bulloch's A	.25	May 1	Apr. 15
Do B	.18	May 1	Apr. 15
Burns & Co.	.15	Apr. 29	Apr. 9
Do	.15	Jul. 29	Jul. 9
Do	.15	Oct. 29	Oct. 9
Caldwell Lin. 1st p	.37	May 1	Apr. 15
Campbell R.L. M.	.06½	Apr. 28	Mar. 27
Can. Foils	.15+‡.20	May 15	Apr. 30
Do A	.15+‡.53	May 15	Apr. 30
Can. Life Ass.	1.15	Jul. 2	Jun. 30
Cdn. Bk. Com.	.40	May 1	Mar. 31
Cdn. Bronze	.37½	May 1	Apr. 10
Do 5% pf	1.25	May 1	Apr. 10
C. Dredge & Dock	.65	May 1	Apr. 24
Cdn. Gen. Elec.	2.00	Jul. 2	Jun. 15
Cdn. Ind. Ltd.	.10	Apr. 30	Mar. 31
Cdn. Oil Cos.	.20	May 15	Apr. 15
Cdn. Util. 5% p	1.25	May 15	Apr. 30
Do 4¼% pf	1.06	May 15	Apr. 30
Canafund	.70	Apr. 30	Mar. 31
Jas. B. Carter A	.30+**.35	May 1	Apr. 15
Do B	2.00	May 1	Apr. 15

Mining Stocks

WEEK ENDED APRIL 10

Range 1959 High	Low	Company & Dividend ($)	♦Sales	Last Apr. 3	Week Ending Apr. 10 High	Low	Close or latest
.08½	.07	Acadia Ur.	3000	.07½	.07½	.07	.07
.10	.06	Ad Astra	6000	.09	.07	.07	.07
2.80	2.15	Advocate	10450	2.50	2.80	2.40	2.45
.42	.14	Agassiz	500	.15	.14	.14	.14
.50	.50	Agnico	7420	.53	.54	.50	.54
.53	.44	Akaitcho	12890	.46	.48	.44	.44
.15	.08	Alba	34937	.09½	.11	.09	.10
17.00	14.00	Algom	14530	16.62½	17.00	16.37½	16.62½
100.00	99.00	Do. 5% debs.	nil	...	B99.50	A100.50	99.62½
.40	.19	Alscope	19100	.25½	.29½	.25	.25
.28	.10½	Alta.	192800	.19	.26	.18½	.26
.45	.24	Amal. Lard.	37050	.41	.41	.37	.41
.16	.14	Amal. R.M.	7823	.16	.17	.15	.15
.06	.04	Amer'm.	4500	.04½	.05	.04½	.04½
.91	.67	Am. Neph. .06	nil	...	B.73	A.80	.73
.09½	.07	Amer. Stand.	nil	...	B.08	....	.08
1.18	.67	Anacon	15122	.95	.96	.88	.90
24.00	12.00	Anglo-Hur. .50	100	12.50	12.00	12.00	12.00
.45	.28	Anglo-Rou.	1800	.43	.39	.38	.38
.52	.34	Ansil	37612	.44	.46	.40	.45
.15	.08½	Anthonian	7000	.12	.12	.11	.11
.23	.15	Arcadia	19000	.19½	.19½	.19	.19
.10	.06	Do. warr.	nil	...	B.06	A.10	.06
1.50	.99	Area	6100	1.30	1.35	1.20	1.30
.18	.13	Arjon	55000	.14	.18	.13½	.17½
.08	.04	Arno	2620	†.02	.06	†.01	.05
.07	.04½	Atlas Sulp.	2000	.07	.06	.06	.06
.15	.09½	Atlas Yk.	8500	.10	.10½	.10	.10
.23	.18	Atlin-Ruff.	13500	.19	.19½	.18	.18½
.08	.05	Aubelle	12500	.06	.06	.06	.06
.85	.56	Augustus	19615	.62	.62	.58	.58
.21	.09	Auli	179300	.20	.20	.16	.19
.21	.12	Aumacho	127500	.17	.21	.17	.20
.16	.11	Aumaque	52000	.14	.15½	.14	.14
3.05	2.65	Aunor .16	475	2.95	3.00	2.80	2.80
.08	.06	Avillabona	4500	.06½	.06½	.06½	.06½
		B					
.33	.22	Baker Talc	4500	.23	.25	.23	.25
.08	.05	Band Ore	nil	...	B.07	A.07½	.07½
.25	.18½	Bankeno	4000	.21	.23	.20½	.23
.10	.08	Bankfield	3500	.08	.08½	.08	.08½
1.94	1.40	Barnat	15850	1.65	1.65	1.61	1.62
.07	.04½	Barvallee	2500	.06½	.06½	.06	.06½
.72	.61	Barymin .03	9100	.66	.67	.65	.65
.26	.17	Base Metals	14700	.24	.23	.20	.20
.23	.14	Baska	86700	.22½	.23	.19½	.21
1.30	.46	Bateman	217500	.83	.87	.78	.82
.10	.04½	Beatrice	13000	.06	.07	.06	.07
.36	.19½	B'tie-Duq.	16889	.26	.29	.25	.25½
.23½	.16	Beaver L'ge.	8900	.19	.20	.18½	.20
1.32	.90	Belcher	28290	1.05	1.10	1.00	1.00
.84	.41	Bellechasse	38200	.64	.67	.60	.60
.13	.06	Belle-Chib.	500	.10	.09	.09	.09

Bid and Ask quotes of Toronto and Montreal exchanges up to press time are published on page 4[illegible].

Range 1959 High	Low	Company & Dividend ($)	♦Sales	Last Apr. 3	Week Ending Apr. 10 High	Low	Close or latest
.14½	.09	Rowan Cons.	8800	.09½	.09½	.09½	.09½
.12	.10	Ryanor	nil	...	B.11	A.11½	.12
		S					
3.65	3.25	St. Law. Riv.	12375	3.50	3.80	3.40	3.55
.68	.56	San Antonio.	3144	.62	.63	.61	.61
.16½	.12½	Sand River	38900	.13½	.15	.13½	.13½
.80	.52	Satellite	149750	.71	.74	.52	.65
....	....	Scotia Gold	nil	...	....	A.00¾	.00½
1.84	.95	Sheep Cr.	17850	1.51	1.67	1.47	1.64
4.60	3.50	Sherritt G.	81672	3.90	3.95	3.50	3.55
4.35	4.05	Sigma M. ‡.10	100	4.20	4.20	4.20	4.20
.06½	.05½	Silbak Prem.	1000	.05½	.05¾	.05¾	.05¾
.65	.43	Silver M.	17932	.49	.54	.45	.45
.19	.08	Silver R.	8000	.09	.12	.10	.10

▲U. S. funds. ▲▲Initial. †Less than board lot. ♦When shown nil the figures are bid, asked and latest sale. ‡Extra paid in 1958. §Paid or declared in 1959. •Dividend action deferred. *Paid in 1958. ■Stock dividend.

Unlisted Stocks

(Compiled by Intercity Securities Corporation Limited, Toronto)

Apr. 13, 1959

	Bid	Asked
Anglo Can. Tel A	41.00	43.00
Brinco	3.75	4.25
Brinton Peterboro Carpet	26.00	30.00
British America Assce.	90.00	105.00
Do Rights	4.95	5.15
British Mtge. & Trust	337.00	....
Can. Admiral Corp.	....	18.00
Can. Canners B	10.00	11.00
Can. Corp. Management	6.75	7.50
Can. & Foreign Securities	10.00	....
Can. General Insurance	....	625.00
Cawthra Apts.	51.00	....
Commercial Finance	34.50	....
Commercial Life 20% pd.	32.00	....
Concourse Bldg., v.t.	100.00	....
Copp Clark 6% pfd	92.00	....
Crown Life Insurance	152.00	156.00
Debenture & Secs., 5% pfd.	85.00	....
Dom. Can. Gen. Insurance	58.00	74.00
Dom. Linseed Oil units	3.00	4.00
Dover Industries	7.75	....
Do 6% pfd	9.25	10.00
Eastern Trust Company	25.75	....
Essex Packers, com.	2.00	....
Do. pfd.	30.00	....
Excelsior Life	155.00	....
Goderich Elevator	23.00	24.00
Granite Club	14.00	14.75
Gt. Brit. & Can. Inv. com.	22.50	....
Do. pfd.	92.00	97.00
Great-West Life	292.00	298.00
Guar. N. Amer. fully pd.	325.00	....
Do. 20% paid	70.00	....
Halifax Insurance	18.75	....
Halton & Peel Trust	12.00	....
Hart Battery (1957), units	3.00	4.00
Hees, George H. $6.00 pfd.	40.00	....
Highland Dairy, 5% pfd.	....	40.00
Industrial Life	65.00	....
Industrial Mtge. & Trust	80.00	....
Ingersoll Machine 5% pfd.	85.00	....
Ingersoll Machine & Tool, B	5.25	5.75
Jenkins Bros.	66.00	70.00
Lambton Loan Sarnia	85.00	....
London Can. Inv., $3 pfd.	43.00	46.00
Do. A	38.00	41.00
London Life Insurance	180.00	190.00
Lord Simcoe Hotel A	1.50	1.75
McCarthy Milling, A	3.00	....
*Manufacturers Life	252.00	258.00
†Do.	248.00	252.00
Maritime Life	120.00	....
Maxwell 5% pfd	78.00	82.00
Meadowvale Development	4.15	4.40
Monarch Life New	55.00	....
Mutual Finance Corp., pfd.	.75	....
National, Life 100% paid	815.00	....
Park Lawn Cemetery	2.25	2.50
Pembroke Electric Light	80.00	....
Phillips Electrical	6.75	7.50
Prairie Royalty Trusts	1.80	....
Prudential Trust	21.00	....
Scott Misener Steamships	14.00	16.00
Sincennes McNaughton Line	8.25	....
S.K.D. Mfg. 6% pfd	6.75	....
Sovereign Life, 25% pd.	198.00	215.00
Standard Fuel, pfd.	25.00	....
Steelman Gas	5.50	6.00
Teleflex Limited New	20.50	22.00
Thorncliffe Park	10.50	11.25
Tor. & London Investa.	2.40	2.80
Toronto Medical Arts Bldg.	70.00	....
Trans-Canada Freezers	2.65	....
Transportation Bldg. Mtl.	9.00	....
Triarch Corp.	112.00	115.00
Universal Cooler, 5% A pfd.	....	72.00
Do. B pfd.	....	6.00
Waterloo Mfg.	9.50	....
Waterloo Trust	36.00	....
Westcoast Transmission	18.00	18.50
Western Assurance	79.00	83.00

*Pledged for sale to company.
†Unpledged free shares.

By Kippen & Company Inc., Montreal

	Bid	Asked
Consolidated Theatres A	7.00	8.00
Do B	2.00	3.50
Dupuis Freres, pfd.	18.00	20.00
Guar. Co. of N. America	340.00	360.00
Great Britain & Canada	32.00	34.00
Hart Battery units	2.00	4.00
Hudson's Bay C. (new)	28.25	29.75
London Canadian A	38.00	....
Maritime Tel. & Tel.	17.00	17.75
Mtl. City & Dist. Svgs. Bk.	56.00	58.00
New Brunswick Tel.	12.00	12.75
N. S. Light & Power	14.00	15.00
Ont. & Que. R. 5% cap. Stk.	105.00	....
Prudential Trust Co.	18.00	....
Westcoast Transmission	18.00	18.50

Bond Redemptions

Bond Issues	Rate	Year	Date	Call pr.
*Algom. Uran. Mines Ltd., Gen. Mtge. Debs.	5%	'81	Apr. 30	apar
*Kilembe Copper Cobalt Ltd., 10 yr. coll. tr. debs.	5¼%	'65	May 10	apar

a—Plus interest.
*—All outstanding.

ABITIBI POWER & PAPER LTD. March 25 had 464,514, 4½% preferred shares outstanding.

Company Meetings

Date	Company	Place
Apr. 16	Ash Temple Ltd.	Toronto
Apr. 16	Claude Neon Gen. Ad.	Montreal
Apr. 16	Du Pont of Can.	Montreal
Apr. 16	Easy Washing Machine	Toronto
Apr. 16	National Lead Co.	Sayreville N.J.
Apr. 16	Premier Iron M.	Toronto
Apr. 16	Price Bros.	Quebec City
Apr. 16	Texaco Canada Ltd.	Montreal
Apr. 16	Waite Amulet M.	Toronto
Apr. 17	Cdn. Industries	Montreal
Apr. 17	Cent. Patricia G.M.	Toronto
Apr. 17	Chesterville M.	Toronto
Apr. 17	Hallnor M.	Toronto
Apr. 17	Hamilton Cotton	Hamilton
Apr. 17	Okanagan Helicop.	Vancouver
Apr. 17	Pamour Porc. M.	Toronto
Apr. 17	Que. Lithium Corp.	Montreal
Apr. 18	Dom. Fabrics	Dunnville, Ont.
Apr. 20	Bicroft Uran. M.	Toronto
Apr. 20	Conwest Explor.	Montreal
Apr. 20	Federal Life Ins.	Toronto
Apr. 20	Geco Mines	Toronto
Apr. 20	Gen. Dev. Corp.	Miami Beach, Fla.
Apr. 20	London Cdn. Invest.	Montreal
Apr. 20	Nipissing M.	Toronto
Apr. 20	Siscoe Mines	Montreal
Apr. 20	Starratt Nickel M.	Toronto
Apr. 20	Steel Co. Can.	Hamilton
Apr. 20	Torbrit Silv. M.	Toronto
Apr. 20	United Corp.	Montreal
Apr. 20	Vandoo Cons. Expl.	Toronto
Apr. 20	Western Grocers	Winnipeg
Apr. 20	Westburne Oil	Montreal
Apr. 20	Yankee-Canuck Oil	Toronto
Apr. 21	Anthes Imp.	St. Catharines
Apr. 21	Brown Co.	Portland
Apr. 21	Can. Iron Fdries	Montreal
Apr. 21	Chrysler Corp.	Detroit
Apr. 21	Cons. Discovery M.	Toronto
Apr. 21	Cons. Fire & Cas. Ins.	Toronto
Apr. 21	Donalda M.	Montreal
Apr. 21	Gould Pumps Inc.	Seneca Falls, N.Y.
Apr. 21	Hughes-Owens Co.	Montreal
Apr. 21	Kerr Addison G.M.	Toronto
Apr. 21	National Drug & Chem.	Montreal
Apr. 21	Ormsby M.	Toronto
Apr. 21	Stovel Advocate Press	Winnipeg
Apr. 21	Trans-Can. Pipe Lines	Calgary
Apr. 22	Br. Am. Oil	Toronto
Apr. 22	Butterfly Hose	Drummondville, P.Q.
Apr. 22	Cdn. Bronze Co.	Montreal
Apr. 22	Coast Copper	Tadanac Trail, B.C.
Apr. 22	Foundation Co.	Montreal
Apr. 22	Gatineau Power	Hull, P.Q.
Apr. 22	Gen. Electric Co.	Cleveland
Apr. 22	Industrial Accept. Corp.	Mount Royal, P.Q.
Apr. 22	Int. Utilities Corp.	Philadelphia, P.A.
Apr. 22	Simpsons Ltd.	Toronto
Apr. 23	Anglo-Cdn. Tel.	Montreal
Apr. 23	Br. Am. Assur.	Toronto
Apr. 23	Cdn. Gen. Secs. Ltd.	Toronto
Apr. 23	Cons. Glass Ind.	Toronto
Apr. 23	Cons. Min. & Smelt.	Montreal
Apr. 23	Crown Zellerbach	San Francisco
Apr. 23	Electrolux Corp.	Dover, Del.
Apr. 23	Enamel & Heating	Sackville, N.B.
Apr. 23	Fruehauf Trailer	Dixie, Ont.
Apr. 23	Gen. Dynamics Corp.	Dover, Del.
Apr. 23	Falconbridge Nickel	Toronto
Apr. 23	Int. Bronze	Montreal
Apr. 23	Mining Corp.	Toronto
Apr. 23	J. S. Mitchell	Sherbrooke, P.Q.
Apr. 23	Normetal M.	Toronto
Apr. 23	Page-Hersey Tubes Ltd.	Welland, Ont.
Apr. 23	Peoples Cred. Jew.	Toronto
Apr. 23	Quemont M.	Toronto
Apr. 23	Royalite Oil	Calgary
Apr. 23	Wesley Mason Mills	Toronto
Apr. 23	Western Assur.	Toronto
Apr. 23	John Wood Ind.	Toronto
Apr. 24	Auto Fabrics Products	Montreal
Apr. 24	Copper Man. M.	Toronto
Apr. 24	Dom. Magnesium	Toronto
Apr. 24	Hudson Bay M.&S.	Toronto
Apr. 24	Imperial Oil	Toronto
Apr. 24	Montreal Locomotive	Montreal
Apr. 24	Moore Corp.	Toronto
Apr. 24	Noranda M.	Toronto
Apr. 24	Traders Fin. Corp.	Toronto
Apr. 27	Alberta-Pac. Cons. Oils	Calgary
Apr. 27	Anglo-Cdn. Pulp & Pap.	Quebec City
Apr. 27	Bouzan M.	Toronto
Apr. 27	Britalta Pet.	Vancouver
Apr. 27	Campbell R.L.M.	Toronto
Apr. 27	Dome Mines	Toronto
Apr. 27	Dome Pet.	Toronto
Apr. 27	Greater Winnipeg Gas	Winnipeg
Apr. 27	Raypor M.	Toronto
Apr. 27	Waterous Equip.	Edmonton
Apr. 27	Webb & Knapp (Can.) Ltd.	Montreal
Apr. 28	Canada Malting	Toronto
Apr. 28	Can. Steamship Lines	Montreal
Apr. 28	Eddy Paper Co.	Ottawa
Apr. 28	Famous Players	Toronto
Apr. 28	Home Oil	Calgary
Apr. 28	Reeves MacDonald M.	Vancouver
Apr. 28	Sigma Mines	Montreal
Apr. 29	Bailey Selburn Oil	Calgary
Apr. 29	Cdn. Petrofina Ltd.	Montreal
Apr. 29	Combined Enterprises	Montreal
Apr. 29	Dom. Foundries & Steel	Hamilton
Apr. 29	French Pet. Ltd.	Calgary
Apr. 29	Frobisher Ltd.	Toronto
Apr. 29	Int. Nickel Co.	Toronto
Apr. 29	Penmans Ltd.	Montreal
Apr. 29	Prospectors Airways	Toronto
Apr. 30	Aluminium Ltd.	Montreal
Apr. 30	Consolidated Paper	Montreal
Apr. 30	Cdn. Ingersoll-Rand	Montreal
Apr. 30	Calg. & Ed. Corp.	Calgary
Apr. 30	Italo Argent. Elec.	Buenos Aires, Argentina
Apr. 30	Sherritt Gord. M.	Toronto
Apr. 30	Wellington Fire Ins.	Toronto
May 1	Macassa M.	Toronto
May 1	Renabie M.	Toronto
May 5	Standard Brands Inc.	New York
May 6	Cdn. Curtis Wright	Toronto
May 6	Cdn. Pac. Rlwy	Montreal
May 7	Castle-Tretheway M.	Toronto
May 7	McIntyre Porcupine M.	Toronto
May 8	Banff Oil	Montreal
May 8	Int. Petroleum	Toronto
May 8	White Pass & Yuk. Corp.	Toronto
May 11	Mercantile & Gen. Reinsurance	Toronto
May 12	Int. Paper	New York, N.Y.
May 19	Jefferson Lake Petro Chem.	

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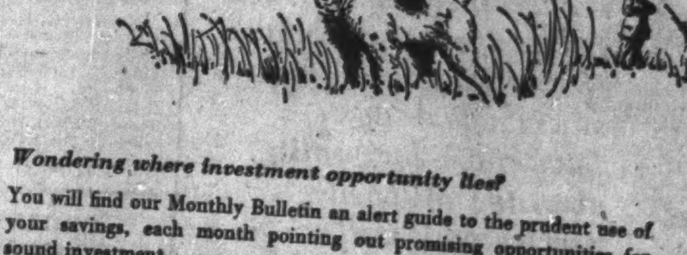

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Taking Stock

What's going on in the mining and oil markets — the facts and rumors.

By FRANK KAPLAN

Traders show signs of turning back to shares of gold producers as interest slackens in base metal issues. With spring break-up under way in northern mining areas, results of exploration and drilling activities are lacking.

This is usually annual convention time for top mining people as they pull back into civilization for a month to six weeks until ice is cleared from northern lakes.

Gold stocks have been off-and-on centres of attraction for some time. Last mild interest came at the turn of the year. But as copper prices strengthened, attention moved away from gold.

Now copper interest is lagging, so golds are moving into the spotlight.

Here's how a few gold producers have been trading:

	Latest Price $	Late March $	1959 High $	1959 Low $
Dome Mines	17⅛	16⅛	19	15¾
Giant Yellowknife	6.55	6.70	7.45	6.25
Kerr-Addison	19	19½	20⅛	18½
Macassa	2.90	2.71	3.05	2.66
Madsen	3.05	3.00	3.25	2.25
Campbell Red Lake	10¼	10	12	10

Copper stocks run into selling as custom smelter prices start dropping. U. S. custom smelter price, at 32c lb., is only a fraction above the key producers' price. It's part of a reaction from the 35c lb. level of about a month ago.

Leaders like **Noranda** have tended easier for a few weeks. Noranda, at $51½, compares with $54 at the end of March. **Opemiska,** at $9.75, is off from $12 and **Campbell Chibougamau,** which reports improved earnings in the first half from the same period last year, slips to $8.10 from $8.80.

Among the more speculative lower-type issues, the boom is lowered on Can-Erin. It came up from a mid-March level of about $1.60 to hit $2.45; then plummeted to $1.80. **Coldstream Copper** drops briskly from about the 70c level to 37c as shareholders get a letter confirming need for a capital reorganization before the Shebandowan area mine can resume production.

* * *

More depressing news for the mining industry is buildup in pressure in the U. S. to further increase quotas in lead and zinc imports. However, this could be preliminary jockeying by U. S. to influence Canada to agree to an international system of production control at a coming meeting. Idea would be for nations outside U. S. to reduce production so that U. S. mines could increase output. **Smelters** slips to $19½ from $20¼. **Normetal** drops to $3.50 from recent $4.05.

Orchan, a favorite speculative controlled by Noranda and in the midst of a drilling program at its new copper-zinc find in Northwestern Quebec, reacts after a strong and active climb on assorted drilling rumors to the $1.80 level from about $1.12. As so often occurs, the facts don't carry the power of the rumors. Result: Orchan is back to around $1.55 level.

* * *

Consolidated Marbenor flurries to 57c from below 40c as its drills continue to probe promising mineralization in the Setting Lake area of Manitoba. **Northern Canada Mines** and **Tombill** feature briefly with Northern Canada spurting to $1.80 from $1.40 level then dropping back to around $1.60. Tombill flurries to 80c from 62c then slips back to 60c.

Yellowknife Bear is another large shareholder in **Alminex Oil,** the oil organization sponsored by several mining companies which will soon become a public company. Yellowbear, at $1.33, firms slightly from around $1.25. **O'Brien Gold** is believed to be the largest Alminex holder. At 98c, it gains further in its climb from 72c recently.

* * *

ON THE OIL AND GAS FRONT—Fargo Oils dominates a generally sluggish oil market. It surges from $5.70 to $6.75 in heavy trading with the street buzzing about "big things" to come out of British Columbia government officials. The rumor is that Fargo has discovered "a gas and oil field" in northern B. C. Announcement is supposed to be made by B. C. politicians.

Speculators also feed on rumors of other "big" successes in northern B. C. by big U. S. oil companies. This is supposed to be in areas which would affect **Petrol Oil** which bounces to $1.68 from $1.52, and **Tidal,** which recovers to $1.34 from $1.20.

Company Report

Mining

FROBISHER LTD. had a net profit of $250,814 in 1958 ($260,200 in the preceding year).

Program of transferring funds from projects with little hope of early return was continued, President A. J. Anderson states. Holdings in **British Newfoundland Corp., New Calumet Mines,** and **Northern Mining** were liquidated, along with other smaller projects.

Major factor behind the increase in deficit account to $6,981,306 was change in write-off policy. Decision was made to write down assets to levels justified by present circumstances, Mr. Anderson states. Result was charge to deficit of $3,677,604.

Interest in **Geoil** dropped to 31.8% from 52.1% in 1957. Frobisher was unable to purchase its proportion of shares issued by Geoil in a refinancing program.

Exploration was concentrated on the iron deposit in Eastern Ontario where active investigation is now under way on various methods of developing the property. Total of 24.4 million tons of 17.7% iron has been outlined. Other work programs in B.C., Ontario, and central Africa, did not turn up significant results.

Operations of associated companies were featured by developments at **Giant Yellowknife, Kilembe Mines,** and in northern Alberta oil interests.

CONS. INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Divd. int. rec.	$613,288	$782,763
Less: Adm. & gen. exp.	103,531	164,072
Int. on deb.	200,000	200,000
Other interest	78,876	93,470
Res. for depl.	......	155,000
Net profit on:		
Connemara oper.	19,933	89,979
Net prof. & surp.	250,814	260,200
Earned per Share	$0.037	$0.038
None paid.		
Shares o/s as at Dec. 31:		
Common, n.p.v.	6,808,333	6,808,333

CONDENSED CONS. BALANCE SHEET

As at Dec. 31:	1958	1957
Cash & bullion	$327,222	$842,724
Accts. rec.	57,879	70,201
Short-term invest.	1,338,904	......
Total curr. assets	1,724,005	912,925
Int. in subs. cos.§	6,397,202	11,109,028
Int. in other cos.†	10,246,347	8,722,479
Advances	2,492,889	3,659,706
Prep. & def. chgs.	10,635	14,835
Expl. & def. dev.	1,335,405	1,483,354
Invent. & supplies	163,290	180,462
Mining props.	410,134	395,606
Bldgs. & equip.*	72,071	75,017
Total assets	22,851,978	26,553,412
Total curr. liab.	196,159	223,379
Adv. (Ventures)	1,577,518	1,577,518
Funded debt	5,000,000	5,000,000
Res. for dep. on shs.	■	845,000
Capital stock	23,059,607	23,059,607
Earned surplus	‡6,981,306	336,334
Less: Spec. deficit	■	4,488,426
*After depr. of	1,398,079	1,364,873
§Mkt. value	4,941,880	1,928,823
†Mkt. value	15,610,832	11,386,063
■Included in deficit.		
‡Deficit.		
Working capital	1,527,846	689,546

Worth Noting

Financing agreements and changes in financing deals, major changes in capital, filing statements are listed as reported by the Toronto and Montreal exchanges, Ontario Securities Commission.

PAUDASH LAKE URANIUM MINES, CSE filing statement reflecting change in head office and board of directors of company; underwriting of 400,000 shares at 50c a share with options on further 600,000 shares at 60c to 95c a share; release of 111,491 shares from escrow.

TOMBILL GOLD MINES, TSE filing statement on underwriting of 500,000 shares at 50c a share and options on further 400,000 shares at 75c to $1 a share subject to a 2-million share increase in capitalization to 5 million shares. Option to purchase potash properties in Sask. and Man. acquired from **S. A. M. Explorations** for total of 500,000 shares if exercised, subject to shareholder approval and increase in capitalization.

MARALGO MINES, TSE filing statement covering sale of 70 claims in northern Man. to **International Nickel,** and purchase of interest in 8,500 acres in Sharbott Lake area of Ontario.

SLOCAN VAN ROI MINES, TSE filing statement covering acquisition of interest in 8,500 acres in Sharbott Lake area of Ontario.

NEW DAVIES PETROLEUMS, TSE filing statement in respect of change in control of company.

CANADIAN NORTH INCA MINES, TSE filing statement covering acquisition of 36 claims in Mistassini area of Que. and acquisition of certain investments.

ANNOUNCEMENT

CENTRAL BRIDGE COMPANY LIMITED

E. J. LANGAN

The appointment of Mr. E. J. Langan as General Manager of Central Bridge Company Limited, Toronto and Trenton, wholly owned subsidiary of The Toronto Iron Works, Limited, has been announced by Mr. G. E. Ellsworth, President.

MINING INVESTMENTS

Strike Threats Easing, But Copper Prices Jumpy

Price tremors in volatile copper markets sent traders scurrying to their crystal balls. Sparking the concern was a steady erosion of copper prices which culminated in two rapid-fire price cuts early this week, by U. S. custom smelters.

The cuts pushed custom prices down to 32c a lb. (U.S.), paring the producer-custom price spread to ½c a lb. The large volume producers held the 31½c a lb. price established early in March.

Both producers and custom smelters report substantial volume at current levels.

Despite the fall most observers maintain that heavy buying is still likely to keep prices unsettled, at least until possibility of strikes is over. Inventory build-ups continue.

But the labor picture is beginning to ease. There are indications that the **Noranda** wage issue will be settled without a strike, following termination of the contract last week. Union has already requested conciliation. And in the U. S. signs indicate a softer approach to strikes. Railway workers at the Montana works of **Anaconda** failed to call a strike over recent disputes.

* * *

Campbell Chibougamau Profit Climbs

Campbell Chibougamau reports a net profit of $204,642 in first half, ended Dec. 31, of current fiscal year. Resulting from higher copper prices, the profit compares with a loss of $472,456 in the same period of the previous year.

Copper production amounted to 11,767,838 lb. Ore grade was low in November and December due to heavy dilution. But since the middle of January there has been substantial increase in both grade and output.

Underground development of the Henderson and Kokko Creek mines is being pushed. Funds were provided through the sale of bonds late last year. Lateral work at Kokko Creek should get underway in May. Shaft sinking at Henderson is due for an early start as company prepares for production of 1,200 tons daily starting late 1960.

* * *

Aunor Gold Output Higher

Increased production has meant a rise in net profit at **Aunor Gold Mines,** shareholders were told at the annual meeting. In the first quarter of 1959 net profit was 5.65c a share, ahead from 4.5c a share in the same period of last year. Running rate at the mill was increased to 740 tons daily in the first quarter. Average rate for 1958 was 647 tons daily.

Aluminium Sales Showing Pick-Up

MONTREAL (Staff) — Sales of **Aluminium Ltd.** reportedly showed definite improvement in March, but the first quarter will still be one of company's worst in recent years.

Given continued recovery in world markets, it's expected the improvement will continue through the rest of 1959.

Last year's first quarter was poor, too. Profit was 18c share (74c for the full year) and sales tonnage was 128,000 — poorest quarterly tonnage of the year. by mid-week compared with the

Aluminium Ltd stock has weakened recently, dipped under $27 year's high of $32⅛ in January.

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ANNOUNCEMENT

RUSSELL GAGE

H. F. SHEPHERD

P. G. BREWER

L. S. MURRAY

Mr. W. M. Warner, General Sales Manager of General Motors Diesel Limited, announces the following staff changes, effective March 16th, 1959.

Mr. Gage, formerly Manager of G.M. Diesel Engine Sales, has been appointed to the newly-created position of Assistant to the General Sales Manager.

Mr. Shepherd has been appointed Manager of G.M. Diesel Engine Sales, responsible for the sales and service of Detroit Diesel-built industrial and marine engines and the service of Allison torqmatic transmissions. He was formerly Parts Manager.

Mr. Brewer, formerly supervising Locomotive Sales Engineering Activities, has been appointed Parts Manager.

Mr. Murray will now supervise Locomotive Sales Engineering Activities. Formerly Liaison Engineer in Engineering Department, he was responsible for co-ordinating engineering work with the requirements of the Sales Department.

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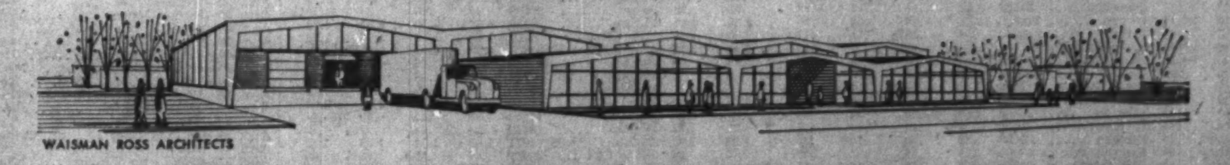

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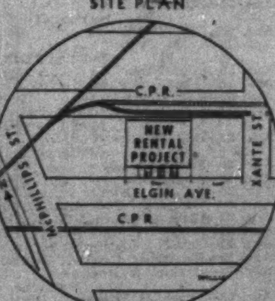

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Hirshhorn Building Miinng Empire No. 2

By FRANK KAPLAN

Joe Hirshhorn is building his second Canadian mining empire.

A bubbling-over booster of Canada's mineral prospects, Hirshhorn started in the 1930s to build up the maze of mining companies that today largely make up the giant **Rio Tinto Mining Co. of Canada.**

At the time he sold out for $30 million to Rio Tinto, J. H. Hirshhorn was supposed to be retiring from an active role in mine financing with the unofficial title "King of the Uranium Industry."

He was the man who backed geologist Franc R. Joubin's theories on the possibility of uranium deposits in the Blind River area of Ontario. Blind River is now Canada's largest uranium area.

After more than 30 years riding the booming crest of a mining-growth wave, Joe Hirshhorn couldn't stay away.

Over a three-year period of "retirement" he maintained a small Toronto office that handled something like $3 million in scattered exploration efforts.

This built the base for what his small technical staff wearily refer to as "Operation Stake Canada."

They aren't too far off in their exaggeration. Already the slightly-enlarged office of a recently-formed technical company — **International Mine Services** — is responsible for a search for minerals that covers an area almost the size of Italy or New Zealand.

Mining entrepeneur Hirshhorn has prospectors, geologists, engineers, drillers, in airplanes and boats, worrying over the potential wealth of almost 103,000 sq. miles of Canada.

This ground is being probed by 10 companies and one syndicate and ranges from the old silver-cobalt area of Gowganda near Cobalt, Ont., to the Mackenzie basin in the Northwest Territories.

It includes 10 million acres of the Arctic Archipelago on which Hirshhorn is waiting for permits from Ottawa. His organization was in the forefront of the rush to explore this area for oil. W. R. (Bill) Newman, chief geologist, and particularly an expert on oil and gas, has eyed the Arctic islands of Canada for at least three years.

This one project could involve spending $1 million-$2 million quickly if permits are granted soon enough to get work started this year. Cost will likely be shared among existing companies which would undertake exploration of large parcels.

Meanwhile, members of the four-man technical staff rush about Canada directing the various exploration programs — looking for another winner that will justify Hirshhorn's judgment on what he describes as "intelligent gambles."

Here is a rundown on their current programs:

- **Panther International** will soon form a new company to take over two iron properties in the Nakina area of northwestern Ontario adjoining the developing iron project of **Anaconda Mining.** With this area being opened by new roads in the next few years, work will be stepped up.
- **Castlebar Silver** will drill its silver-cobalt property in the Gowganda area. This is a company which did not go into the Rio Tinto organization in 1956.
- **Consolidated Marbenor** and **National Malartic** are drilling in the Setting Lake area of Manitoba south of the new **International Nickel Co. of Canada** nickel mines. Four drills are getting hints but not major find yet.
- **Murky Fault Metal Mines** and **Snowdrift Base Metal Mines** are concentrating on an 80,000 sq. mile project north of Great Slave Lake. This exploration venture has been under way for three years.
- **Indian Mountain Metal Mines** is planning to drill property it holds in the Indian Mountain area of the Northwest Territories.
- **Parmlee Manitoba Mining** is drilling and generally following up a long-range exploration effort south of Flin Flon, Manitoba.
- **Polpond Mining** is planning to drill property in the Nakina area of northwestern Ontario.

Pompey Oil & Minerals is a syndicate of Hirshhorn and his associates and is controlled by **Pyramid Oil & Gas** — one of Hirshhorn's U. S. interests.

Callahan Lead-Zinc Mines is his major U. S. interest which participates with some of the Canadian companies as well as acting on its own in mining and oil and gas exploration. Callahan also did not go into the Rio Tinto deal.

Personal interests in oil through companies like **British Columbia Oil Lands** are outside the new developing Hirshhorn empire.

Hirshhorn's approach to the long-shot gamble of mineral exploration is to "use the brains of technical men."

His own education was in the financial merry-go-round of Wall Street of the 1920s.

Hirshhorn respects technical ability. It has been his good fortune that his geologists and engineers (even in pre-Blind River days) were able to come up with mineral finds.

The first company he pulled together in Canada became gold-producer **Preston East Dome Mines** of the Porcupine gold camp.

Mine financing, or promoting, is a highly-personal business. Money, large sums of it, ride on the decision of the promoter. And Hirshhorn is only too aware that most, if not all, is his own money.

The personal touch can be seen in his small-staffed organization (there is no time for memos and conventional office-routine) and even in the names of new syndicates and companies.

Hirshhorn is realistic enough to know that he must make up his own mind. But he also hopes that Lady Luck rides with him.

Preston was his first Canadian success. Preston was the name of his lawyer, a name he also noticed on a drawer of his desk.

The "Ps" have stuck since. Key companies formed to stake in Blind River were **Pronto, Plum, Peach, Panel.** Major ventures today include Place Gas, Parmlee, Panther, Pompey. Among his U. S. interests are Pinnacle and Pyramid.

The 60-year-old promoter says he has slowed down. He now has two personal assistants who sit within 10 ft. of his desk in Toronto, helping him juggle various telephones and lines to stock traders, his New York office and his many associates throughout the world ranging from New York investment house **Model, Roland & Stone** to **N. M. Rothschild** in London.

Joe Hirshhorn has a philosophy that explains his aims and methods, why he is on Empire No. 2 instead of relaxing in Arizona (his latest favorite vacation spot).

"Money," says this multi-millionaire, "has a value only up to a certain amount. Then you're a trustee. I try to conduct my companies as a trustee.

"I'll never reorganize a company if I can help it. We try to avoid diluting shareholders' equity and seek to keep companies alive with strong treasury positions, ready to participate in any promising gamble that might come along.

"When a company needs money, we get it. Today, I am at a stage that if $20-$30 million is needed, I can get it without diluting the shareholders' interest. I have friends and associates throughout the world who will go along on my say-so.

"And the public goes along with me because I try to show that I am keeping faith by maintaining strong treasuries and keeping companies active."

Essentially, Hirshhorn is an exploration man. Out of the results of his activities, Rio Tinto has built a large head office organization in Toronto that copes with the many details of operating mines.

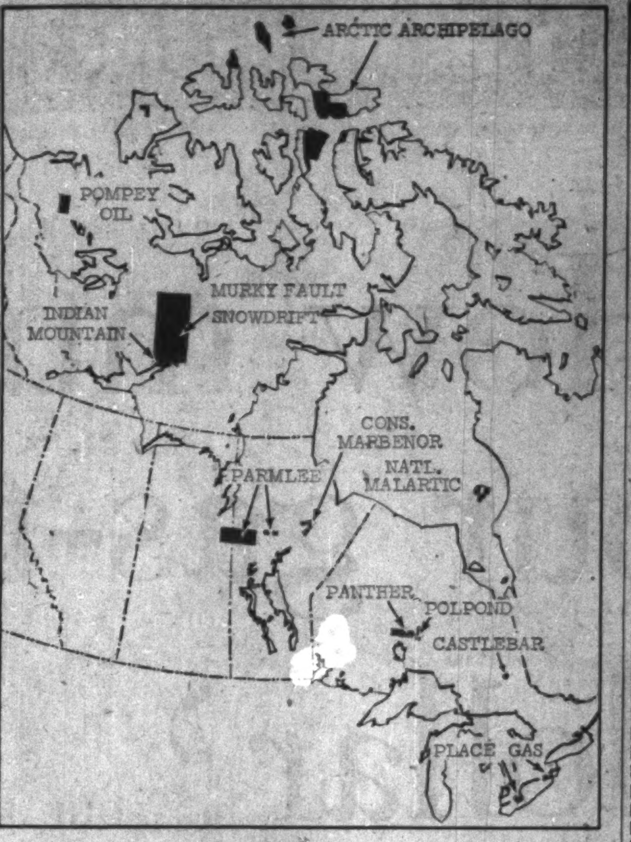
Hirshhorn gets the money; prospectors, geologists and engineers supply the ideas.

"Exploration," says Hirshhorn, "is creative. Your efforts can pay off in jobs, homes, businesses.

"You create things."

That's Joe Hirshhorn (no one calls him Joseph), on a second round of creating things. Canada is his shop.

HIRSHHORN



HIRSHHORN's interests.

Hirshhorn's New Empire

Company	Current Price $	End 1958 $	Property
Castlebar Silver ...	*0.25	...	Gowganda, Ontario Silver-Cobalt area.
Consol. Marbenor ..	0.57	0.45	Mystery Lake-Setting Lake area Manitoba.
National Malartic ..	0.13	0.17	Setting Lake area, also with Marbenor Malartic, Que. gold area.
Indian Mount. Metal	*0.40	0.10	Indian Mountain, Northwest Territories.
Murky Fault Metal .	*0.85	0.25	McLeod Bay, Great Slave Lake, N.W.T. Jointly with Snowdrift in Thompson, Man., area, Yellowknife area.
Snowdrift Base Met.	*0.85	0.25	Indian Mountain area, N.W.T. Jointly with Murky Fault in Mystery Lake area.
Panther International	*1.10	*0.85	Armstrong-Nakina area, Ont. Iron, Thompson, Man.
Parmlee Manitoba .	*0.30	*0.33	Mystery Lake area, Man., N.W.T. Manitoba-Saskatchewan near Flin Flon. Base metals.
Polpond Mining ...	*0.25	*0.25	Nakina area, northwestern Ontario.
Place Gas & Oil ..	1.62	*0.79	Lake Erie gas fields.
Pompey Oil & Min'ls	(syndicate)		Fort Good Hope area, Northwest Territories.

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Futures get final shake-out

New Bottom Formed by Copper

RALLY AHEAD SHOULD CARRY METAL TO 38c

Did last Monday's drop in copper markets turn you bullish or bearish on copper and copper stocks? If you hesitated or sold, you may be dealing in a fiercely competitive business with a serious handicap working to your disadvantage: lack of the necessary technical tools of an exacting craft.

As copper staged its slide Monday, clients of the Cronenberg organization were receiving their first advice of the recent downtrend to start accumulating copper futures, beginning with September contracts and allowing 100 points (one full cent) of downward leeway from Friday's closing levels. September copper opened that day down roughly 50 points and was off exactly 86 points when the turn came.

At Tuesday's opening the commodity was up 50 points from the low—at $5 a point per-contract; and by our calculations the construction of a potent new base was under way in Toronto and New York following the metal in establishing potent new basal levels. Elaborate technical and analytical work now tells us the red metal will emerge from this new base to stage a Spring-Summer advance to 37-8 cents.

If you feel this kind of coverage would strengthen your hand in dealing with such complex but vital turns in the market, you can experiment with the Cronenberg Canadian reports for eight weeks at a trial cost of $5.

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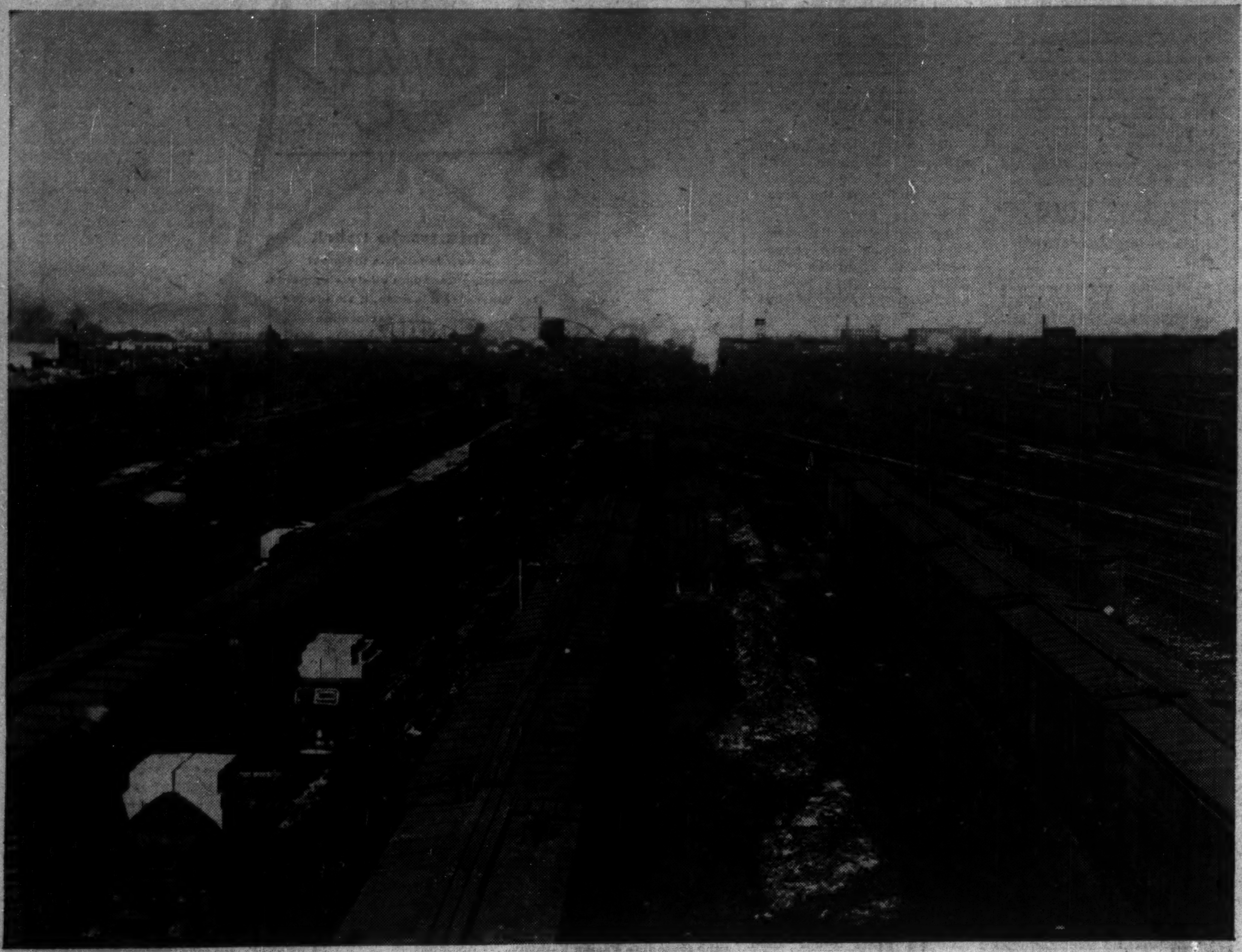
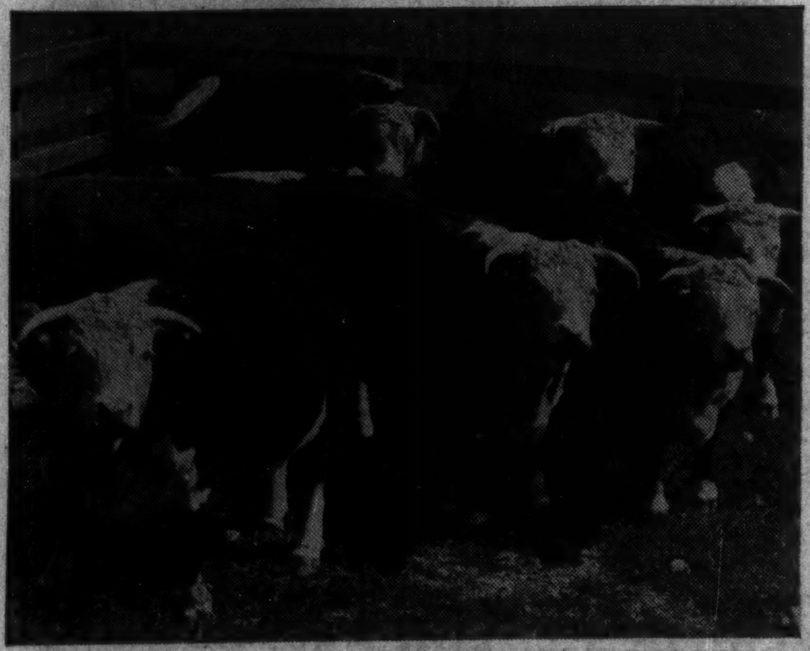
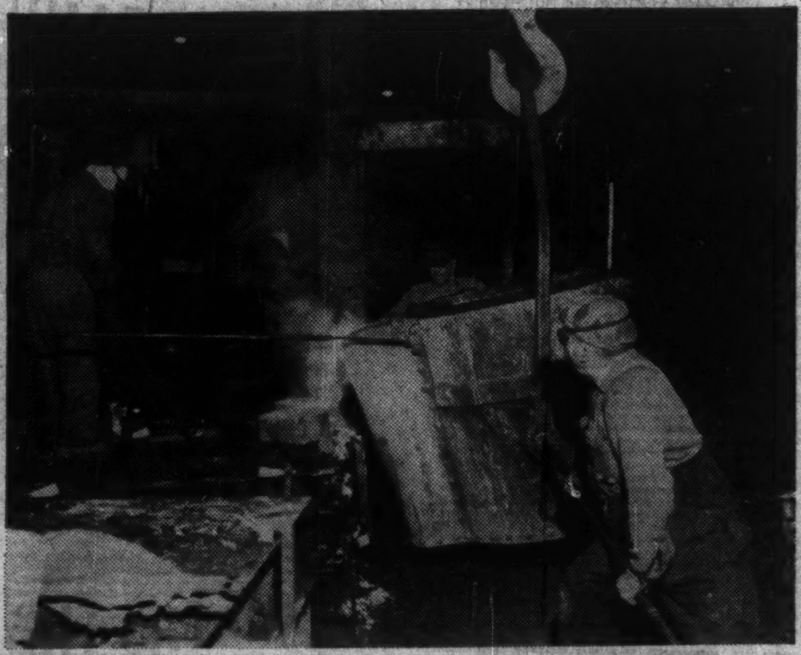
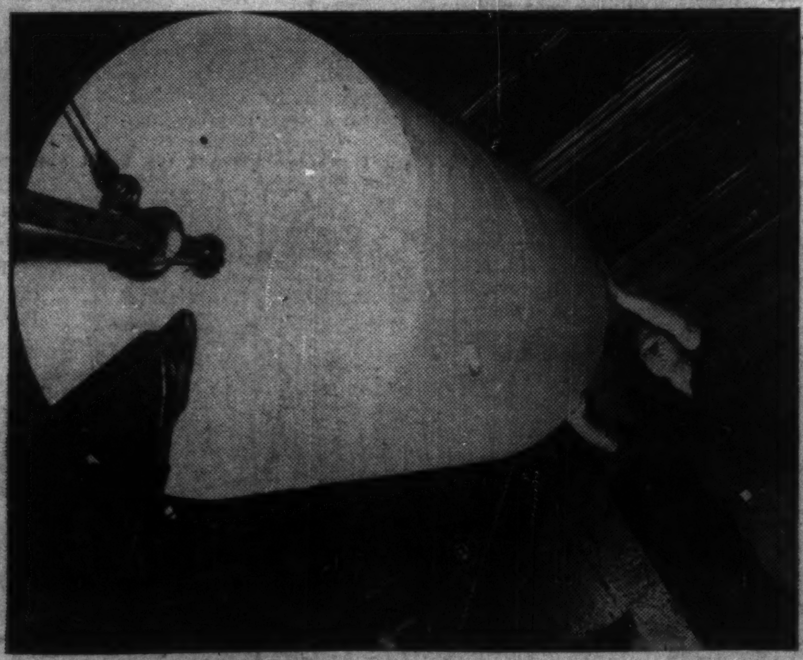


THE PRAIRIES

a feature report







More "diversification" is the cry in the Prairie Provinces.

There's a great drive to attract new industries. Small firms are growing up with exciting new developments in oil and gas, in uranium and a host of other minerals that lie under the rich earth of Alberta, Saskatchewan and Manitoba.

Despite temporary setbacks caused by world surpluses, dollar shortage and import curbs, the great wheat and oil industries, mainstay of the Prairie economy, are girding for new growth.

It is these same setbacks which sparked this new drive for industry. Research councils are searching for new ways to exploit the rich natural resources. They have the backing of governments and all businessmen.

Cities are expanding as fast as builders can construct. Nothing can hide or slow the throbbing pulse one senses in Winnipeg, Brandon, Regina, Saskatoon, Lethbridge, Calgary and Edmonton. And there's the same great optimism in the important areas which lie outside the Prairie cities.

This special report tells the story.

IMPERIAL OIL CO'S new $17.5 million refinery expansion is the largest in Calgary's history.

Alberta Oil

A Year of Decisions

It costs 97c to produce a barrel of oil in the Prairies, 25c bbl. in Venezuela and 5c in the Middle East, according to some estimates.

There, in a nutshell, is the problem of the Canadian producer.

The figures do not reveal the full picture, of course. All of them are complicated by transport costs and many other incidentals.

In the case of the U. S., where oil costs well over $1 to produce, buying is maintained on strategic grounds—the need to keep the fields working.

The U. S. government has not yet decided that these strategic reasons apply to Canadian fields just north of the border.

The result: Canadian oil which may equal all the rest of the world's reserves, is continually in danger of being regarded by U. S. companies as a convenient reservoir to be drawn on only if other sources fail.

Adding to the injustice of this situation, Western producers point out, mandatory controls have been placed on oil imports to the U. S.

Import allowables have been reduced, while there is a steady 10.5c tariff on all Canadian crude imported into the U. S.

Canadian industry has reacted sharply recently by two sweeping cuts (**FP March 28**) —one in the price of wellhead crude and the other in pipeline charges—to bring itself back into competition with oil shipped to Canada's eastern and lake ports, ignoring old standards of competition based on Illinois and mid-continental prices.

In doing so, it has lopped an estimated $25 million off its own revenue and hit in turn the revenues of federal and provincial governments.

The effect of the cuts would be offset, of course, if they led to greatly increased demands for prairie oil.

It costs little more to produce 10 bbl. of oil from a good well than it does to produce one.

What can be done with our surplus oil and gas?

Some answers:

- **An extension** of the existing oil pipeline to Montreal or the building of a new direct line from Edmonton, to tie in a big new 250,000 b/d market.
- **Import quotas** that would guarantee a reasonable percentage of the market to Canadian-produced oil, thus bringing down the production price by making fuller use of existing plant.
- **Reciprocal tariff** on oil from the U. S.

Whatever happens, it seems pretty certain that 1959 will prove to be a year of important decisions for Canadian oil and gas.

A good deal of the direction of oil and gas over the next few years will be spelled out when Ottawa announces its new national energy policy and its decision on the controversial on-to-Montreal marketing move for oil.

As for the past year, highlights of the oil picture in Canada, and therefore in the Prairies, have been:

▸ **Sharply improved domestic demand** for crude in the first two months of 1959 — partly because of a heavy demand for heating oils.

This has now fallen off again because of heavy gasoline inventories, reduced exports and annual refining overhauls.

▸ **A rapid extension in exploration** of the big Swan Hills oilfield in north-central Alberta.

▸ **Increasing interest** in the possibility of releasing oil from the enormous Athabaska Oil Sands reservoir by making use of subterranean nuclear blasts.

Even in Alberta, hardest hit of the Prairie Provinces by the reduction in markets, the repercussions have been less than were at first feared.

The government, a major beneficiary from oil revenues, far from tightening its belt, launched into a deficit budget, using reserves already accumulated from oil revenues in earlier years.

There was, however, a general tightening of the purse strings in the industry.

Many exploration crews were pulled in, but the main cut-down was on development.

With the province almost floating on oil and natural gas, there was a general uncertainty about how long it would take things to improve.

Oil men claim that there are many potential markets and that it is merely a question of opening them up.

Drilling completions were down by something like 1 million ft., from the 10,193,579 ft. of 1957.

Uncertainty created by the findings of the Borden Commission is likely to put a brake on explorations during the current year which can only be allayed when the full implications of government policy are revealed.

Cutbacks in Alberta production are reflected in the provincial government's budgeted revenue from 1958-59 which shows an anticipated drop of $16 million in oil revenues.

As pointed out in the **FP** Special Report on the Oil and Gas Industry (Dec. 6, 1958) sales of Crown Lands are estimated at $46 million, a drop of $15.2 million on the previous year.

There has been a trend toward consolidation among a number of oil companies.

Alberta oil production in 1958 was down on 1957 figures by a substantial 24,176,892 bbl. (17.5%) when the final figures were toted up toward the end of February.

The drop meant an average daily decline of 65,925 bbl.

There were signs of recovery.

- **December production** was 11.3 million bbl. compared with the December, 1957, figure of 8.9 million bbl.
- **December gross value** was $28,107,250, compared with $22,408,909 in the same period of 1957.

Main reason for the low 1958 over-all figure of 113,440,492 bbl. (1957: 137,502,847) was the decrease in crude shipments to the U. S.

Here are the production figures for some of the big Albertan fields:

	1958	1957
	Bbl.	
Pembina	33,093,712	37,185,478
Redwater	13,074,440	21,184,682
Leduc-Woodbend	14,910,237	18,295,291
Fenn Big Valley	5,571,322	7,798,439
Joffre	5,367,841	3,223,534
Bonnie Glen	4,225,487	8,170,121
Joarcam	3,476,187	4,259,153
Sturgeon Lake South	2,893,305	2,636,989
Wizard Lake	1,583,277	4,377,067
Harmattan Elkton	1,980,071	1,579,240
All fields total	113,440,492	137,502,847

Promote Alberta Products

Suggestions for a promotional campaign to foster use of Alberta-made products were discussed at a recent meeting in Edmonton of the newly appointed steering committee for the Alberta Government sponsored "Buy Alberta" campaign.

The program is designed to acquaint Albertans with merchandise and products manufactured in the province.

Appointment of the steering committee was recommended at a unique "Buy Alberta" conference held in Edmonton in June of last year.

Sponsored by the provincial departments of Industries and Labor, and Economic Affairs, the meeting drew more than 125 Alberta business and government leaders.

The conference called for the design of a standard insignia to be borne by all Alberta-made goods, and a continuing publicity program designed to educate the Alberta public to the worth of a "Buy Alberta" program.

Other recommendations asked for a display of Alberta goods at exhibitions, and organization of a "Buy Alberta" Week.

Board Will Shape Natural Gas Era

One of the hottest subjects in Alberta today is natural gas.

As new fields and reserves mount up, marketing pressure increases.

The big target now is sales of gas into the mid-U. S. and the U. S. Pacific North-west.

There is no doubt about the extent of the market that exists there.

The big problems are:

- **A hard core of opinion in Alberta, which is reflected also in Ottawa as well, that Alberta should be conservative in allocating fields to the export market** until it is sure that all its future local needs are taken care of.
- **The necessary government approvals, both in Canada and the U. S., must be obtained.** The big questions now are the form that the new National Energy Board will take, the extent of federal powers over the industry (possibly extending of the existing control over exports and rates), the rates to be charged to pipeline customers and the permitted profits for operating companies.

Reserves have been mounting rapidly and are now placed variously at 23 million million cu. ft. and 27 million million cu. ft.

They are increasing at an annual rate of two to three million million cu. ft. a year.

This surplus of reserves over market demand is a constant one which is likely to be maintained by the Alberta Oil and Gas Conservation Board.

It is an assurance that the needs of the province and of Canada will continue to be met first before markets for surplus natural gas are sought outside the boundaries of Canada.

Recently Alberta approved export of an additional 3.1 million million cu. ft. for the U. S. to two companies (Alberta Southern Gas and Westcoast Transmission).

It now remains for the federal government to act on this and this will be done in accordance with Ottawa's new policy on the whole export question.

Trans-Canada Pipelines is also trying to get into the U. S. market and to do this will necessitate arrangement for more gas export out of Alberta, federal approval, U. S. federal approval and, finally, working out of a compromise deal among several U. S. companies all proposing to serve the same part of the northern mid-U. S. market.

Natural gas now looms so large in the Alberta economy it is hard to believe that the first well in the Bow Island field, which came to be known as "Old Glory," was completed just 50 years ago, in February, 1909.

That well led to the first large scale service of natural gas in southern Alberta.

There had been earlier discoveries of natural gas in Alberta, but no fields had been found with sufficient reserves to justify extension to major Alberta cities other than Medicine Hat.

Bow Island No. 1 led to discovery of sufficient gas to supply what at that time was the longest gas line in Canada and one of the longest large-size lines in the world.

The field was found by Eugene Coste, the "father" of the Canadian natural gas industry who, in 1889, brought in the first commercial gas wells in Ontario.

Coste came to Alberta in 1906 to investigate the occurrence of natural gas in Alberta and Saskatchewan for the **Canadian Pacific Railway.**

As the result of his studies Bow Island No. 1 was started in 1908 on the south bank of the South Saskatchewan River, near the town of Bow Island.

Coste induced the CPR to turn over to him the development of natural gas in southern Alberta.

Some was obtained from the Barnwell and Foremost fields, and some from early wells in Turner Valley.

Starting in 1947, the field has been used each winter to help meet the cold weather demands.

Some 9,010 million cu. ft. have been withdrawn for peak loads and emergencies, leaving a storage balance of 18,050 million cu. ft. at the end of 1958.

From 1947 until this year the Bow Island field has been of utmost importance in supplying peak load gas to the entire system of the company.

Today its role has been changed somewhat, but some 60,000 people in southern Alberta depend upon it under peak load conditions during the winter months.

In the Calgary area peak loads are now supplied from the Carbon field.

As southern Alberta grows, the importance of the Bow Island field will be enhanced, however, and will be called upon to supply larger and larger amounts of peak load gas.

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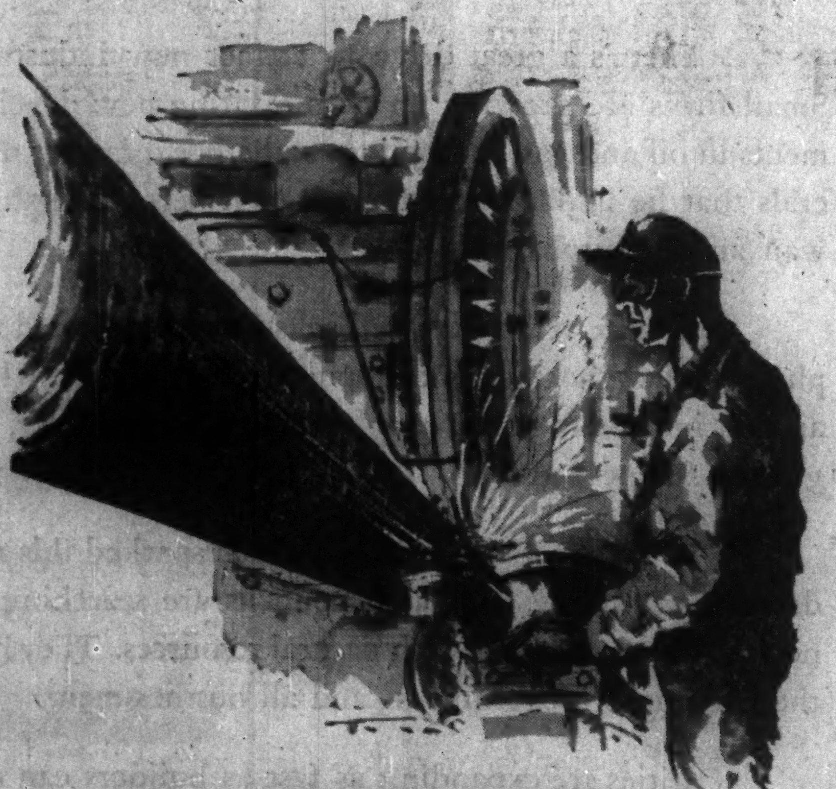

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World Demand: It's the Big Worry Out West

But diversification of industry still the big goal in our Prairie economy . . .

By LEONARD BERTIN

While geography may slow the development of Canada's Prairie provinces, nothing can stop them from claiming, eventually, the advantages of their great natural birthright—some of the world's richest natural resources.

As growing world population makes an ever-increasing demand for food and manufactured goods and as science and technology advance to meet these demands, new ways will be found to modify climate or live with it.

New methods will be perfected to gain minerals from the ground and turn them to useful purpose. New, faster and cheaper means of transport will be devised to bridge the great gaps of time and space.

In this way, the great industrial germination now taking place in the cities of the southern prairies will spread.

Policemen will no longer stand huddled in winter buffalo coats on Winnipeg's famed corner of Portage and Main.

They'll stroll, instead, in streets warmed in winter by atom power or in great plastic-covered arcades.

In the far north, technologists and architects between them will make it possible to cover whole towns with great saucer-shaped domes and tunnels that will permit normal temperate-zone city life at all times of the year.

One day, we, or our children may see great cities of glass and concrete, with skyscrapers the size of Toronto's Royal York Hotel on foundations far below the muskeg in craters created by thermonuclear blasts.

The incentives to do all this will come, of course, from increasing demand.

One of the greatest problems facing last year's Prairie Province economies was a fall in demand for two of its most important products, crude oil and grain.

A third important factor was the lingering aftermath of the 1957-58 recession.

So far as 1958 was concerned, the economies of all three provinces reacted better than had been expected to the recession conditions experienced all over the Western world in 1957-58.

Alberta probably fared best of all.

Although its Social Credit government departed from precedent and took a plunge into deficit financing and the oil industry was hit by U. S. policies, there was no slackening in the general tempo.

In places like Edmonton and Calgary you could feel the cities growing around you.

Decentralization of industry was one of the most significant factors in Alberta's economic transition.

An increasing number of plants are now being constructed in smaller cities and towns to make use of the province's primary and secondary raw materials.

Former agricultural centres like Blackfalds, Okotoks, Cynthia, Lethbridge, Medicine Hat, Red Deer, Pembina, Wabamum, Pincher Creek, Whitecourt, Taber, Nevis, Duvernay, Breton, Camrose and others are becoming industrial and no longer dependent upon agriculture as their only means of livelihood.

In 1958, when the figures are all toted up, the value of manufacturing in Alberta is expected to exceed that of basic agriculture for the third straight year.

Value of production is estimated to be about equal to the 1957 figure of $762 million, while that for agriculture will be around the $600 million mark.

The province's 2,000 manufacturing plants have expanded to include almost every field.

Textiles, clothing, cement, clay products, glass, ore refineries, steel mills, sports fishing lures, plastics and scores of primary products are now produced locally.

The petrochemical field has been the leader in the strong upward surge in manufacturing in Alberta.

Today, there are 11 oil refineries and numerous other firms using by-products of oil and natural gas as their primary material.

Among other major industrial developments in the province in 1958 was the $2.7 million vegetable oil processing plant nearing completion in Lethbridge designed to produce edible and commercial-type oils.

In October, a $25-million gas processing plant operated by **British American Oil Co.** went on stream at Pincher Creek, with a capacity of 140 mcf. of sour gas per day with propane, butane and condensate the main products.

Another gas processing plant to be put into operation during the year was the $8 million plant operated by **Texas Gulf Sulphur Co.** and **Devon-Palmer Oil Co.**, while another major plant in project is the $15-million petrochemical plant to be built at Blackfalds by **Polymer Corp.**

Saskatchewan has always gauged its economic welfare in the past by the amount of moisture in its topsoil and is very proud of being the leading world producer of top quality wheat.

It is considerably less proud, as Provincial Treasurer C. M. Fines, is quick to admit, of being a classic example of an unstable one-crop economy.

Federal land settlement policy in the early days deliberately encouraged this preoccupation with farming.

It suited the newly constructed railways to have a large volume of revenue-producing freight.

It offered eastern manufacturers the hope of big new outlets for their expanding factories.

Fines claims that freight rates were—and still are—designed to maintain western dependency on the east, a source of food and a captive market for manufactured goods.

There are signs that the situation won't last.

Crop failures and a collapse of the agricultural market taught the province a brutal lesson in the thirties.

The drive to industrialize and diversify was delayed by war but began soon afterward.

The discovery and development of natural resources brought encouragement and the means to press on.

Symbolic of the changing scene, although still unobvious to the traveler, is the fact that there are now more gas and oil wells in the province capable of production than there are grain elevators.

It's interesting here to recall that in 1945 Saskatchewan had only one oil field, at Lloydminster on the Alberta border. Its yearly trickle of heavy black crude was valued at no more than $18,000.

Last year's crude oil production in the province netted $36 million. That for 1959 is confidently expected to approach $66 million while the government hopes that 1960 will see 5,000 wells producing 55 million bbl—to the tune of $110 million.

What is more, the discovery rate in the southeastern corner of the province is averaging two producing wells for every three that are drilled.

In the north, it's uranium that dominates at present, and a modern community of 3,500 has sprung up almost overnight at Uranium City on the shore of Lake Athabaska.

Ten companies are producing ore there and scores more are developing sites against some day in the future when demand really blossoms out.

As it is, last year's production figure of $27 million is likely to be doubled in the current year.

With oil and uranium as variable in demand as they are, the fact that there is an abundance of table salt, sodium sulphate and coal all helps.

The combined output of the first two potash mines is expected to be around $20 million a year, while the aggregate annual mineral production figure for the province is expected to exceed $200 million by 1960.

The development of all this mineral wealth has provided part of the consumer market for the local manufacturing industries.

- **Steel pipe for oil** and gas pipelines is already being manufactured in Saskatchewan.
- **Wire and cable** will be soon at a new plant in Weyburn.
- **Paper bags** for packaging cement and potash are being made in Regina.
- **Cement, lightweight aggregates,** blockboard and fibreboard are all being made for the construction industries.

In all, the value of manufactured products last year—$310 million—was twice the 1945 figure while there are big hopes that the building of a steel mill in Regina and the exploitation of iron ore reserves in the Prince Albert area will help the province to become a major supplier of the ever-growing western population.

The ministerial verdict on the Manitoba year was that economic activity on the whole was "good."

Manufacturing was slightly down on the previous year, it is true, but agriculture and construction both experienced substantial increases and capital investment reached an all-time high.

Some measure of the pace of expansion and diversification may be gathered from the fact that 55 new manufacturing firms were established in Manitoba during 1958.

Among new products being made were such items as: wrought iron goods, fibreglass boats, restaurant and hotel fixtures, food products, fishing equipment, quilted products, plastic pipe, adhesives and water-conditioning equipment.

A number of firms completed new plants or additions to existing facilities.

There was, for example, the $250,000 factory of **Canada Rice Mills Ltd.**, completion of a new addition to **Co-Op Vegetable Oils Ltd.** in Altona, a new factory for **Globelite Batteries Ltd.** costing $500,000, a $500,000 addition to the St. Boniface plant of **Westeel Products Ltd.** and a new milk powder plant in Grunthal erected by **Modern Dairies Ltd.**

Although mineral production in the province was considerably down on the 1957 figures there was a record amount of exploration, a fact that is reflected not so much in the number of claims staked as in the number of reports filed for assessment work.

International Nickel Co. of Canada's development at Thompson progressed rapidly and shaft sinking and construction of smelter and other surface installations proceeded to schedule. Clearing the townsite was completed and work started on accommodation.

Another major mining development was the extension by 1,150 ft. of the shaft at the Chisel zinc mine of **Hudson Bay Mining and Smelting Co.**

Stooks of grain pattern a field on a farm along Highway 49 between Stenen and Hyas.

Agricultural Hub, Lethbridge Grows

The city of Lethbridge, Alta., was founded on coal in 1870 but it's now the centre of a predominantly agricultural area with a thriving cattle trade.

The pattern of its expansion can be seen from a few statistics:

- **Bank clearings** were $111 million in 1948, $245 million in 1957 and nearly $252 million in 1958.
- **Construction permits** in 1948 totaled $4.5 million and there were 678 of them. The figures for 1957 were 682, valued at nearly $5 million. Last year nearly 1,000 permits had a total value of $7,784,009.
- **Retail sales** jumped from $30 million in 1948 to $61 million in 1958.
- **Population** increased from 16,522 in 1948 to 31,568 in 1958.

Lethbridge is now, in fact, the hub of a rich agricultural area and is well served by every means of transportation—truck, bus, train and plane.

Most of its 60 doctors work in clinic groups, providing medical services to the city and district.

Its two modern general hospitals have a total of 400 beds and there is a 75-bed rehabilitation centre for inactive patients.

Influencing the recent pattern of growth, was the appointment in 1955 of a Lethbridge and District Planning Commission to guide policy in further expansion. There is now a qualified planning director in charge.

One of the city's great assets is an abundance of sunshine—more in fact, it claims, than anywhere else in Canada where records are kept.

This, of course, is one of the secrets of the area's wheat production which last year, incidentally, was the second-best in the history of Southern Alberta, although actual shipments, at 11,204,000 bushels of bread wheat, were slightly down on the figure for 1957.

Other crops are coarse grains like oats, barley, rye, and flax, special crops like mustard, sunflower and rapeseed, in addition to many vegetables.

There was a decrease in cattle sales through the stockyards but this was due to direct exports to the U. S. from country points and also due to the large movements of feeder cattle and stock calves from the area to the U. S.

The total estimated value of livestock sales of $16,689,393 shows an increase of $3,140,373 over the figure for 1957.

An interesting point was the tremendous increase in poultry meat marketed in the Lethbridge area, underlying the fact that Lethbridge district is becoming an important supplier of broilers.

One of the big new industries in Lethbridge that has already commenced construction is a $2.7 million oil seed processing plant.

This industry will utilize such oil-bearing crops as rapeseed, sunflower, soya beans, flaxseed and others.

The biggest plant opened last year was the $25 million **British American** refinery at Pincher Creek that will process gas from the fabulous Pincher gas cap and produce a wide range of products.

Another plant, slated for Crow's Nest for the current year, is a $15 million sulphur refinery to process sour gas from the Savanna field.

Among other industries, mainly allied to agriculture, in the area, are plants for processing sugar from beets, such as those of **Canadian Sugar Factories Ltd.**, at nearby Picture Butte, Taber and Raymond.

There are several large canning factories, and a large new vegetable oil processing plant. **Trans Canada Packers** operate one of the largest and most up-to-date freezing plants in Canada.

Manitoba Seeks More Conventions

An aggressive appeal for Manitoba participation in the most recent phase of the tourist industry — "group business"—was made by M. J. G. McMullen, deputy minister of the Manitoba Department of Industry and commerce.

McMullen, who will be giving his personal attention to the soon-to-be-formed Manitoba Travel and Convention Association, urged a comprehensive effort to capture a portion of the convention business.

He spoke of the "transfusion" enjoyed by Quebec, Alberta, British Columbia and Ontario, where convention revenue was becoming an important factor.

In 1958 Montreal was host to 350 major conventions attended by 125,000 delegates. They spent $15 million.

Toronto did even better, with 515 major conventions attended by 760,000 delegates. They left behind them $65 million.

Vancouver, Victoria, Halifax and Calgary shared 202 major conventions, welcoming 34,400 delegates who spent $4 million.

Manitoba, an up-and-coming contestant in the tourist industry, reported well over one million tourists in 1958, creating a $35 million spending.

This represents a jump of $20 million since 1948.

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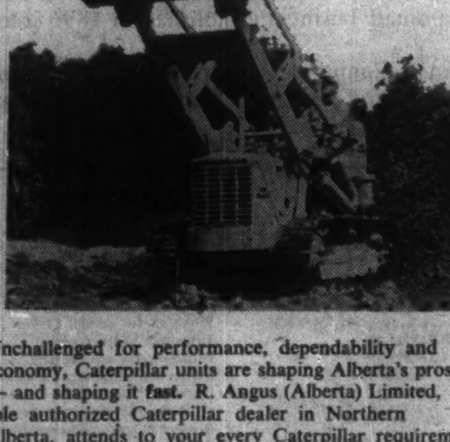

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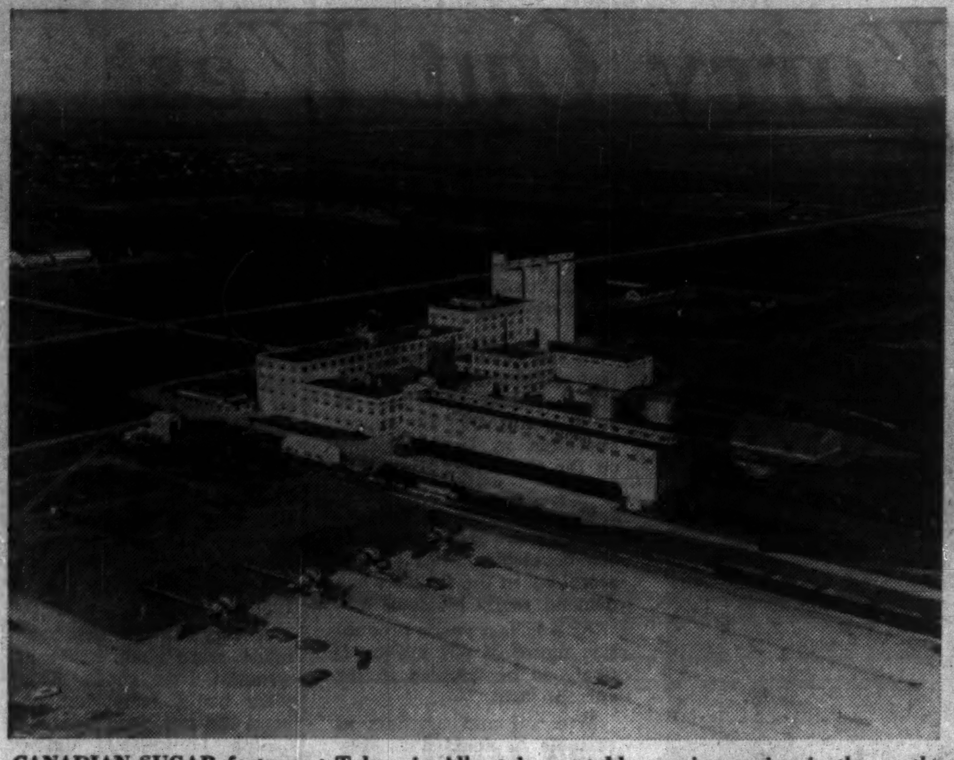
CITY LIMITS



CANADIAN SUGAR factory at Taber, in Alberta's vegetable-growing region in the south.

Alberta's Budget

Roads, Schools Benefit

Health, roads and schools all got major increases as Alberta's Social Credit government plunged this year into deficit financing .

The budget of $309,676,358 set out by Provincial Treasurer E. W. Hinman on Feb. 20 was the largest in the history of the province.

The deficit of nearly $50 million will be drawn not from increased taxation but from reserves accumulated by the province during the lush years that followed big oil finds in 1952.

Alberta's Budget 1959-60

Service	Net Total	% of Net Budget Total
Public Debt	$ 2,761,600	0.89
Executive Council & Legislation	3,803,900	1.23
Agriculture & Water Resources	6,774,504	2.19
Attorney General	8,687,739	2.81
Education & Vocational Training	74,709,905	24.13
Municipal Affairs	2,681,660	0.65
Provincial Secretary	491,770	0.16
Public Health	63,745,600	20.58
Public Works	12,912,460	4.17
Treasury	18,773,100	6.06
Industries & Labor	1,952,510	0.63
Public Welfare	24,764,160	8.00
Economic Affairs	1,161,350	0.37
Lands & Forests	7,995,995	2.58
Mines & Minerals	1,920,465	0.62
Highways & District Roads	72,207,980	23.32
	$304,676,358	98.39
Total Statutory Payments	$ 5,000,000	1.61
	$309,676,358	100.00

The only big tax change, in fact, is a reduction in amusement tax amounting to $425,000.

Treasurer Hinman, who last year pooh-poohed fears of a major recession in the provincial economy was vindicated.

Four major factors had justified his earlier optimism:

- **Many businesses shifted** from a policy of inventory reduction to one of inventory stability.
- **Home building,** with increased federal support, reached a new high.
- **Revived consumer confidence** resulted in greater purchases of non-durables without any increase in consumer debt total.
- **Government purchases** at all levels were increased with a resulting boost to the economy.

As against these favorable factors, Hinman pointed out certain "negative aspects."

Worst of these was the ever-present danger of inflation—a danger not always appreciated by the people.

Because people now had come to accept and expect inflation they shied from bonds.

The result was an increase in the interest rate on bonds.

Reconversion of Dominion of Canada bonds at sharply increased interest rates had two noticeable effects:

▶ **It took up a great part of the savings** normally available for loans of all kinds, making it impossible for municipalities to find sufficient funds in Canada.

▶ **It set a trend towards higher rates for all loans.**

Commenting on his budget this is what Hinman had to say:

First—this is a truly deficit budget, the first in the Province of Alberta for a long time.

Previous budgets have at times indicated deficits, but these deficits have included expenditures for loans which, in reality have added to reserves and have not reduced the net wealth as indicated in the budgets concerned.

This year there is a very real deficit.

To provide the appropriations already indicated there will have to be a call on the reserves of the province or borrowing against the security of these reserves.

Moreover, the borrowings by The Alberta Municipal Financing Corporation will create a contingent debt for Alberta of perhaps $70 million.

This means that the government has recognized the pressures of necessary expansion of government service, municipal and provincial, to meet the needs of growing populations and spreading industrialization.

The use of a portion of reserves this year is for productive investments which will, in the end, react to the benefit of the people.

Secondly—the government has been faced with the necessity of reducing the estimate of the revenue to be derived from oil and gas,

Had the government in past years used any major part of our revenue to defray the ordinary costs of government, provincial and municipal, it should have been faced this year with the necessity of cutting back services and grants, of borrowing money for operating purposes, or of seeking larger revenue through new taxation.

Freight rates have been increased by 17% and there has been an application before the Board of Transport Commissioners for a further 20% increase.

How soon the established charges for hauling prairie grains may have to be increased is a matter of conjecture.

Alberta is hard hit by any increase in transportation costs which must reduce net returns on primary products, and manufactured goods which must be exported, and increase the costs of goods which must be brought in.

This, it is felt, may not be all to the bad, and may benefit the growing industrialization within the province which centres around products required in the west and heretofore largely manufactured in the east.

The depressing developments in the oil and gas industry have not been alleviated.

Production from oil wells in the province remains considerably below Conservation Board allowables.

In a province where, according to the Canadian Tax Foundation, only some 13% of revenue comes from taxation, a loss in oil revenue becomes significant.

During the past few years, the province has accumulated a substantial reserve despite the fact that debt has been reduced to a nominal amount.

Reserves consist mainly of debentures issued by municipalities and school boards to secure loans from the government.

The principal is repaid annually, for terms up to 25 years.

Consequently it is not possible to realize immediately sufficient repayments from these loans to pay for the accelerated program on a pay-as-you-go basis.

However, financing can be arranged when necessary and the debt charges thereon will be more than offset by interest and repayments on debentures held in reserves.

To implement this extended program of government services, the treasurer presented a budget totalling $309,676,358 made up of $218,964,824 for ordinary services; $85,711,534 for capital projects and $5 million for various loans authorized by statutes.

Total revenues from income and capital accounts are expected to amount to $261,279,230 which will leave an estimated deficit of $48,397,128 to be financed directly or indirectly from reserves.

Other notes from Mr. Hinman's budget speech:

▶ **330 million bd. ft. of lumber,** 1,339,000 railway ties, and 168,000 cords of pulpwood were cut, with a total value of $18,200,000, approximately $3 million less than the value of the 1957 production.

▶ **The volume of commercial fishing** continued to be good at 11,059,345 lb., but due to lower prices, the value was down slightly to $1,402,000.

The value of furs marketed increased to $1,165,000 from $981,000 in the previous year.

▶ **Alberta Hospitalization Benefits Act** became effective April 1, 1958.

This Act provides hospitalization to all residents of the province at a maximum cost to the patient of $2 per day for general ward accommodation.

▶ **Alberta Hail Insurance Board** continued to operate on a satisfactory basis for 1958 with 8,943 farmers insuring 1,645,591 acres with a risk to the Board of $13,067,838.

The premiums charged for this protection amounted to $1,098,821 which averages 67c per acre or 8.4% of the total risk.

Total awards during the year amounted to $523,643 on 112,875 acres damaged by hail.

Reserves now total approximately $2,625,000 which enables the board to provide protection to its policy-holders at the lowest possible cost, without requiring any financial assistance from the Government.

▶ **The Credit Union movement** continues to grow steadily with three new Credit Unions being registered during the year, bringing the total up to 255.

Membership increased by more than 6,700 in 1958, to a total of 62,700.

Assets are now $19.5 million, an increase of $4 million over 1957.

▶ Through Rural Electrification Associations, 4,700 farms obtained electrical services during 1958, bringing the total number of electrified farms in the Province to 45,800 at the end of the year.

▶ **Alberta's aggressive tourist attraction campaign** during 1958 attracted 2,500,000 visitors, who spent approximately $63 million in the province during the year.

Alberta is working with the other western Provinces in a co-operative publicity and advertising campaign and in the establishment of a uniform motel classification system.

Despite the recessionary trend which was evident in most parts of the country, Alberta enjoyed a good year in 1958.

Final figures are not yet available, but it is estimated that retail sales will total $1,245 million, an increase of 3.2% over 1957.

Value of manufactured goods increased by 5% to a total of $800 million.

Building permits are estimated to be $257 million compared to $173.4 million in the previous year,

Approximately 15,000 housing starts accounted for a large portion of the permits issued.

New industries and expansion of existing industries helped to keep the economic picture bright during the year.

A major factor was expansion of the petro-chemical and chemical industries which included sulphur plants at Pincher Creek and Okotoks valued at $25 million and $9 million respectively; and $15 million for a Gas Cycling plant at Whitecourt.

Other major projects are underway in the Edmonton area.

Gas processing plants have been completed at Breton and Cessford, costing $6.5 million and a $9 million vegetable oil plant at Lethbridge.

Expansion of oil refineries at Calgary will cost more than $17 million.

Big Investments In Edmonton

For Edmonton, 1958 was another big construction year, hitting an all-time high of $69.4 million compared with $64.3 in 1957.

The number of permits rose from 1957's 7,529 to 8,173.

The value of permits for the whole Metropolitan area was just under $100 million.

Here are some other figures to show the climbing pattern of industry in this fast-expanding metropolis:

	1957	1958
Retail trade (estimate) (millions)	$355	$363
Wholesale trade (est.) (millions)	$500	$506
Population:		
City	238,253	252,131
Metropolitan	267,000	278,395
Manufacturing:		
Firms	465	476
Gross value mfg. production (est.) (millions)	$372	$383

Retail and wholesale trade has generally been slightly above 1957 levels.

Wholesale trade to November was nearly 1% higher than last year.

Employment in the construction industry was 2.5% higher, but lower in the oil and gas industry for the year.

Manufacturing activity, which was lower in the first half of the year, recovered strongly in the latter half and total production was above the records established in 1957.

Significant to the future growth of metropolitan Edmonton as a major industrial area is the tremendous development taking place in the oil, gas and petro-chemical industry.

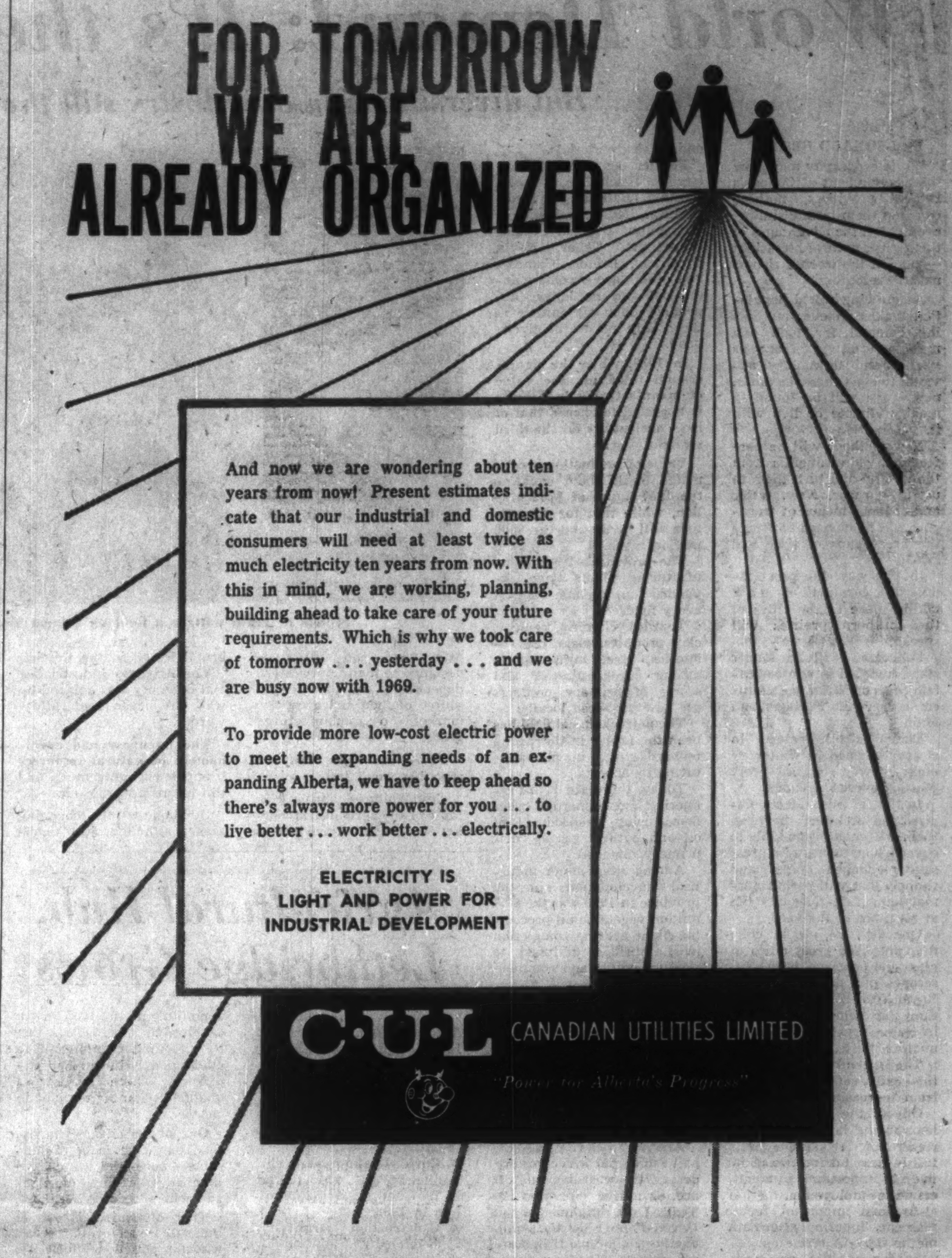
In less than a decade Alberta's capital city has become the focus of Canada's vast multi-million dollar investment in oil refineries, oil pipelines, tank farms and an evergrowing list of secondary industries.

The year 1959 should see the completion of the expansion program to double the productive capacity of the polyethelene plant and the completion of the new $1.4 million asphalt plant in the Edmonton area.

A considerable amount of work remains to be done on the addition to the nickel refinery at Fort Saskatchewan for the purpose of increasing the output of ammonia, the cost of the addition to be approximately $1.5 million.

Several other major projects were completed in 1958 or are continuing construction in 1959.

Many projects varying in size were also completed, these being particularly important both in terms of employment provided during their construction and when they go into operation.



And now we are wondering about ten years from now! Present estimates indicate that our industrial and domestic consumers will need at least twice as much electricity ten years from now. With this in mind, we are working, planning, building ahead to take care of your future requirements. Which is why we took care of tomorrow . . . yesterday . . . and we are busy now with 1969.

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63rd

Organized 63 years ago in south-western Manitoba by a group of twenty farmers, the Wawanesa Mutual Insurance Company, while retaining its head office in a small Manitoba town has expanded until today it maintains branches in Toronto, Montreal, Winnipeg Edmonton and Vancouver.

The policy of its founders to provide the maximum coverage for its policyholders at the lowest possible cost has built a small business established in 1896 into one of Canada's leading insurance companies.

The Wawanesa Mutual Insurance Company is appreciative of the confidence placed in it by its policyholders and looks forward during 1959 to further participating in Canada's expanding economy.

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63rd ANNUAL REPORT

Assets		
Cash on hand and in Banks		$1,551,861.53
Bonds at Book Value	$20,023,915.83	
Stocks at Book Value	1,374,697.75	
Guaranteed Investment Receipts	30,000.00	
Mortgage Loans	128,802.71	
Agreements for Sale	5,334.50	21,562,750.79
Real Estate		1,447,779.04
Interest and dividends accrued		191,625.75
Agents' Balances (not over 90 days)		2,000,962.04
Balance due from Reinsurance Companies		4,982.25
Premiums due note policies (not over 60 days)		4,045.35
Accounts Receivable		281,705.08
		$27,045,711.83

Liabilities	
Provision for unpaid Claims	$6,509,302.74
Taxes due and accrued	252,023.05
Expenses due and accrued	147,379.18
Reinsurance Premiums payable	214,076.83
Unearned Premium and Unpaid Claims under Unregistered reinsurance unsecured	429,916.90
Reserve of unearned premiums	9,104,863.50
Reserved for decline in value of mortgages, etc.	10,400.00
Provision for other liabilities	47,433.43
Investment reserve	1,750,000.00
Contingent reserve	1,000,000.00
SURPLUS	7,580,316.20
	$27,045,711.83

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SHOPPING CENTRE on Calgary's North Hill cost $5.5 million and includes a Simpson-Sears department store. The handsome Southern Alberta Jubilee Auditorium can be seen in background.

Calgary

Building Boom City

Calgary established an all-time construction record for 1958.

The building permit totals showed construction value in the Foothills City soaring over $100-million mark as compared with $56 million for the previous year.

The previous record annual total was $61 million in 1956. The $101-million total was only exceeded by Montreal, Toronto and Vancouver.

Industrially, the year was highlighted by the largest (financially) industrial project in the city's history — the $17 - million modernization and expansion of the **Imperial Oil** refinery in east Calgary.

This huge job which at last report was two months ahead of schedule, will double the plant's capacity. Over 600 construction workers were employed on the job at its peak.

Largest single category in the building permit record was single-family dwellings — 3,705 of them by the end of year — accounting for $38,665,761.

The comparable 1957 figure was 2,320 homes valued at $25,158,611. Calgary is said to lead Canada in home-building per capita.

The next largest group was business buildings (including Imperial Oil and other industrial projects) totaling 182 with a value of $38,192,018 ($12,257,148 for 12 months of 1957).

Besides the Imperial Oil expansion manufacturing highlights included the following:

- **Construction started on the $8-million sulphur extraction plant by Texas Gulf Sulphur Co. and Shell Oil at** Okotoks, 20 miles south of Calgary;
- **Some 24 new industries or plants of a manufacturing nature** established during the year:

A large number of warehousing projects completed or under way including 50,000-sq.-ft. Alberta district headquarters for **Canadian General Electric** (approximately $400,000).

Announcement by **British Pacific Building Ltd. (British Guinness** interests) that it would start a 20-story, $5-million office building in downtown Calgary in spring of 1959.

- **Several other major office or government buildings under construction** — Bentall Building, $2.5 million; new post office, $2 million; Alberta Wheat Pool, head office, $2 million; Calgary Exhibition and Stampede, new exhibits building, $1.75 million, and a number of others.
- **Supermarket construction by Loblaw Groceterias (4); Safeway's (4); Dominion Stores (2); Jenkins Groceterias (2); and A & P Stores (4 planned),** totaled several million in money expended or committed for 1959.
- **Construction got under way for the $8-million Chinook Shopping Centre** on the south MacLeod Trail to include a **Woodward's** department store and some 40-50 other units.
- **Several other shopping centres of various sizes** were under construction or in the planning stages.

Calgary's broad base of diversified industry gained further momentum during the year with the acquisition of a number of promising newcomers, according to K. S. Ford, the city's industrial co-ordinator.

These included: **Coynco Products Inc.** from Tulsa, Oklahoma, heat exchangers and fin tubes (a "first" for Western Canada); **Dietzgen (Canada) Ltd.**, from Chicago, coating of sensitized paper for blueprints and maps another "first" West of Winnipeg; **Western Aluminum Products** from Toronto, aluminum doors and windows; **R. H. Palmer Ltd.**, from Edmonton, plastic window sash; **Southwestern Industrial Electronics Co.**, from Houston, Texas, assembly of electronic instruments; **Lynn Plastics Ltd.** of local origin, extrusion of polyethylene film; and **Murray Manufacturing Ltd.** from Winnipeg, furniture assembly plant.

Established industries continued to expand headed by the $700,000 program of **Western Gypsum Products Ltd.** which doubled the size of its plasterboard plant and commenced construction of a new plaster mill in East Calgary.

Other expanding firms included: **Steelcrafts (Alberta) Ltd.**, steel fabricating; **Para-Glas Ltd.** new plant started for insulated window unit assembly; **Cutler Mfg, Co.** new plant for oilfield equipment; **Industrial Iron Works,** new ornamental iron plant; **Calgary Packers Ltd., Dvorkin Bros.**, meat packers; and **Blue Label Bottling Co.**

Industrial prospects and enquiries reaching Calgary's industrial development department indicated that 1959 would likely be a better than average year in industrial expansion.

Banff School Attracts Students of Many Lands

Every year some 600 students from across Canada and the U. S., and even from countries further afield, come to Banff, Alta., to study at the School of Fine Arts, a part of the University of Alberta.

Nowhere else in the world could a student hope to find a more wonderful setting for study, more inspiring scenery or more generous accommodation.

When the university first established the school in 1933 its work was chiefly with the theatre.

Now, it offers a wide range of courses, in ballet, opera, music, painting, play, short story, television and radio writing, handicrafts, geology, oral French, basic Russian and photography.

Other innovations in 1959:

- **Major opera, ballet and drama productions** will tour Alberta communities.
- **"Introduction to Russian"**, is being added to the language division.
- **Two new courses in the music division,** one on theory and the second on woodwinds.

Many of the courses may be taken for university credits, Banff school certificates, or simply for recreation and pleasure.

All groups have the chance to study under a distinguished staff brought together from Canada, the U. S., Europe and South America.

The school has grown into a leading centre for continuing education.

In 1958, for example, 70 organizations and over 7,000 people held meetings, conferences, courses and seminars at Banff.

One of the school's most popular events is the course run annually in Business Management.

Total expenditure on education in Alberta for 1959-60 is expected to be around $63 million compared with a figure of $57.5 million for 1957-58.

The increase is in line with the provincial government's declared policy of raising aid to school boards, to the university and to individual students.

Operational grants to schools will be increased from $36 million to $41 million.

With the payment of these grants, the government will have assumed nearly half the operational costs of schools.

In addition, it has provided $13 million in construction grants to help meet the cost of building new schools.

The growing student population at the University of Alberta has emphasized the necessity of enlarging the university facilities in Calgary, as well as expanding the educational services in Edmonton.

As a result, the University expenses are much higher and in order to avoid any increase in students' fees, the government has provided for an additional grant of $847,000 toward the operation of the university, bringing the total estimated grant for next year to almost $4 million.

An appropriation for this year of $400,000 to provide assistance to teachers in training will be increased to $910,000 and the scope of assistance broadened to include students in all fields.

A capital sum of $266,000 will be made available for loans to university and technical students.

The sum of $1,060,730 will be required for the operation of the Institute of Technology and Art in Calgary, which provides excellent industrial training courses to many hundreds of students for a very modest fee.

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Coal Has Key Role In Alberta Growth

One sixteenth of all the world's known coal reserves lie readily accessible in Alberta, largely unused and unmarketed.

They could play a key part in the future economic expansion of the province itself and make a sizable contribution to neighboring provinces as well.

First to make any big use of these reserves will be power stations, but the Research Council of Alberta, charged as it is with finding the best ways to exploit the natural resources of the province, has already been looking for other ways to exploit them.

One of these currently under investigation is the system known as "Coal-Pak", using what is known as a BCR automatic coal-fired packaged steam generator.

(BCR stands for **Bituminous Coal Research Inc.** of Columbus, Ohio.)

The search for an efficient burning system was prompted by the fact that the competitive position of a fuel is dependent to a large extent upon the convenience and efficiency with which it is burned.

Any development that improves these qualities, and also the cleanliness, compactness and automatic operation of the combustion equipment, was therefore worth investigation, and the BCR generator was considered to be a very good example.

It is engineered for installation in commercial, small industrial and institutional plants and uses a water-cooled pulsating grate, a water-tube boiler and a BCR control system.

Research Council of Alberta made arrangements in April, 1958, to have combustion tests carried out on typical Alberta coals by Bituminous Coal Research Inc. in a Coal-Pak generator.

The generator, which aims at a minimum of required supervision, provides for:

- **Continuous automatic coal** feed and ash removal.
- **Automatic operation** through a wide load range.
- **Automatic maintenance** of a banked fire and automatic start-up.
- **Ability to burn** a wide range of coals.
- **Simple, foolproof,** control system.

Conclusions of the Alberta scientists as a result of these tests are that the system seems ideally suited for space-heating in schools, churches, apartment blocks and industrial buildings, also for production of process hot water and for high-pressure process steam.

Four Alberta coals were chosen for the test. They included:

- **Low - volatile bituminous** noncaking coal.
- **Medium volatile bituminous** caking coal.
- **Sub-bituminous B** noncaking coal.
- **High volatile C** bituminous noncaking coal.

Tests show that all four coals were satisfactory for use in the generator.

The boiler rating was obtained without difficulty.

Holdfire rates were satisfactory and pick-up and holdfire were acceptable.

The last two types of coal showed tendencies toward heavy clinker formation, but removal of a dam at the end of the grate and proper adjustment of the stoker minimized objectionable clinker.

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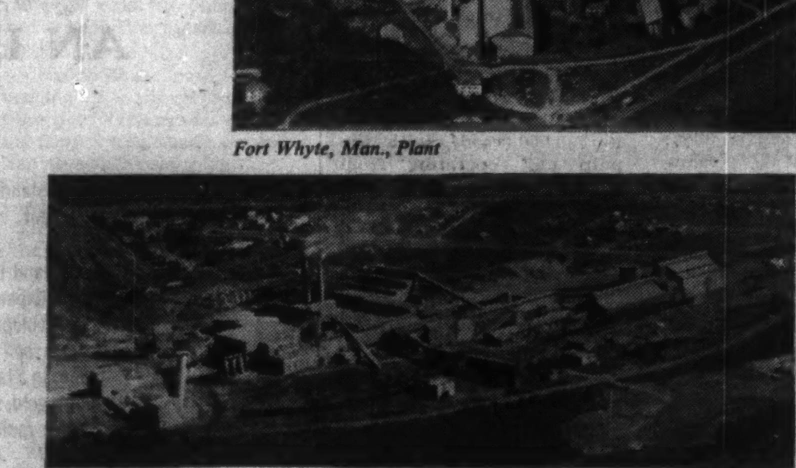

Exshaw, Alta., Plant

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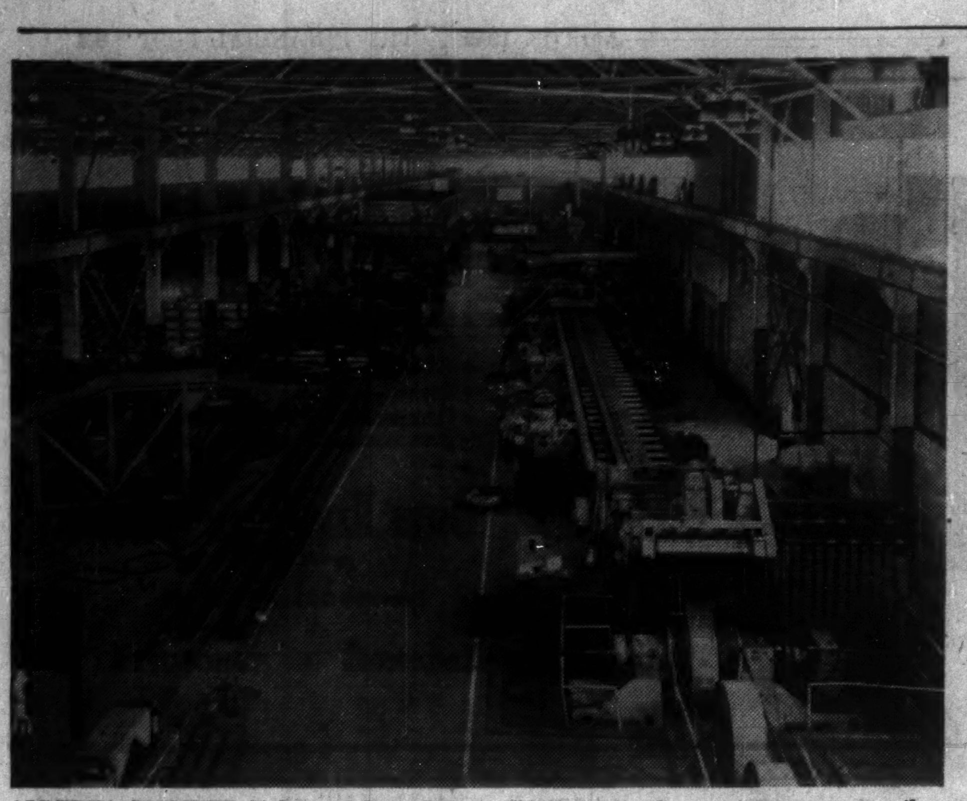

ALBERTA PHOENIX Tube and Pipe Mill in Edmonton makes an important contribution in the province's drive for self-sufficiency and diversification.

Alberta Growth

Investments Up 10%

A 10% increase in public and private investment in 1958 was proof that Alberta had passed the recession "low" and was determined to maintain its claim to be the nation's fastest-growing industrial power.

Total invested last year exceeded $1,100 million. Of this, $65 million went into manufacturing plant while housing got $162 million.

Preliminary mineral production figures produced by DBS, however, indicated a 17% decline in value from $410 million to $338 million.

Notable among causes of this drop were:

- **Petroleum crude** ($355.5 million in 1957, $281.5 million in 1958).
- **Coal** ($17.4 million in 1957, $12.5 million in 1958).
- **Lime** ($678,237 in 1957, $589,841 in 1958).

Many of the major plants either completed in 1958 or under construction are directly connected with the oil and gas industry or with petrochemicals.

The "tap turning" ceremonies which started the flow of Alberta gas eastward through the Trans-Canada gas pipeline were followed by the official opening of the $25 million sulphur plant at Pincher Creek.

Two more gas processing plants went on stream during 1958. These plants serve the Cessford gas field and the Pembina oil field and are valued at $8.5 million.

Work is progressing on the $9 million sulphur plant at Okotoks, and the $17.3 million refinery expansion program at Calgary.

Due for completion in 1959: a new $1.4 million asphalt plant in the Edmonton area and doubling of capacity of the polyethylene plant.

Work remains to be done on the addition to the nickel refinery at Fort Saskatchewan. This addition is to cost approximately $1.5 million, and will increase the output of ammonia.

Farther north, in the Whitecourt area, a $15 million gas-cycling plant is under construction.

A new $2 million cast iron soil pipe plant at Calgary went into production in the fall of 1958.

During the year construction began on the vegetable oil plant at Lethbridge. Prospects are that this $2.7 million project will be in operation by July, 1959.

Altogether, about 50 projects varying in size from $25,000 to $250,000 or more were either completed or under construction during 1958.

The surging construction industry revival had much to do with clay products, cement, and lime firms improving 1957 figures. There was a pronounced slackening in the early months of the year.

Gross value of products manufactured in Alberta in 1958 is estimated at $808.6 million, an increase of $46 million (6.1%) above 1957 and $105 million over 1956.

Particularly significant is the underlying stability evidenced in all industries in a so-called "recession" year.

Even in the iron and steel industry, which earlier reflected the slackening of the construction industry, total value of production is practically on a par with 1957.

New plants coming into production, and other plants branching successfully into new lines kept production levels high.

Some reasons for major increases were:

- **Foods and beverages** (up $22 million) due to increased production of packing plants, sugar refineries, bakeries and breweries.
- **Paper products** (up $13 million) due to the new pulp mill in full production for a full year and to smaller increases shown by most firms.
- **Non-metallic products** (up $2 million) due to late-year response to the booming construction trades.
- **Chemicals and chemical products** (up $6 million) due to new plants coming into full operation, and general strength among older plants.

Flour milling production improved 18%; dairy plant production 12%; meat packing 14%; clay products 20%; cement plant production 10% and cement products 30%; lime production 12%; refinery production 4%.

Absorption plant production declined in line with decreased production of crude oil; and sawmilling had declined about 16% to the end of November.

Construction

The construction industry had a record year with a substantial program carrying over the winter months.

Building permits issued by the 10 cities exceeded $196 million. Those issued by other municipalities approached $62 million.

The construction boom was evident in metropolitan Calgary, where permits were valued at $110 million, and in metropolitan Edmonton, nearly $99 million.

There was a 71% increase shown in rural municipalities.

Prospects for 1959 are bright. Here's why:

- **The provincial government** has a major program of institutional building.
- **Substantial volume of industrial building** has already been announced.
- **There will be considerable pipeline building** to link gas fields.
- **The federal government is expected** to make further sums of mortgage money available to continue residential building program.

Trade

Total retail trade is estimated at $1,248 million, a 3% increase over 1957.

Although part of this increase is undoubtedly due to higher prices, the percentage increases shown in the latter months of the year (9% increase December, 1958, over December, 1957) indicate the increasing optimism of consumers.

Particular strength was shown in grocery store sales (up $14.5 million); department store sales (up $14 million) and by hardware, lumber and furniture dealers (up $7 million)—all to the end of October, 1958.

The major decline ($21 million) was shown in sales of motor vehicle dealers. Later figures, for December, 1958, showed a 10% increase over sales for December, 1957.

Wholesale trade figures confirm these trends. For 1958 Calgary sales increased 9% over 1957; Edmonton, 2%; Lethbridge, 12%; Medicine Hat, 8%; and Red Deer, 12%.

Employment varied only fractionally from 1957 levels but the average of salaries and wages rose perceptibly. Personal disposable income is at an all-time high.

General

Bank clearings were 4.8% higher than in 1957, rising from $8,000 million to $8,400 million.

Calgary, major centre of clearing house activity, showed a 6.8% increase. Edmonton figures are practically on a par with those of 1957. At Lethbridge the increase was 2.7%; Medicine Hat, 8.5%; Red Deer, 15.8%. Clearings at Grande Prairie dropped 2.2% but for the month of December were 19% higher than a year earlier.

Tourism

Number of visitors to national parks rose by 13% to 1,753,298. As usual, most visitors were attracted to Banff (815,927), with Waterton Lakes (365,188), Jasper (352,777), and Elk Island (219,456) following in order.

Forestry

Lumber production in 1958 was nearly 6.5% lower than in 1957. Pulpwood production fell from 304,000 cords to 159,000 cords, with the pulp mill operating from stockpiled reserves.

Calgary

Calgary had a banner year in construction. Building permits totaled $110 million, the highest in provincial history.

Wholesale trade was over 9% higher than in 1957 with increases in all lines of sales. Particular strength was shown by the lumber, hardware, furniture and electrical appliance firms, as might be expected from the volume of construction.

Bank clearings rose by 6.8% to nearly $5.6 billion.

Some 20 manufacturing firms began operations or were expanding capacity during the year.

Employment in the construction industry in Calgary was 13% higher as of Oct. 1, 1958, than at the same date in 1957.

Edmonton

Retail and wholesale trade was slightly above 1957 levels.

Building permits issued in the Edmonton metropolitan area were slightly below the $100 million mark. **Employment in the construction industry was 2.5% higher** as of Oct. 1, 1958, than a year earlier.

Manufacturing activity, which was lower than in 1957 in the early months of the year, recovered strongly and total production was above the records established in 1957.

Emphasis has been on expansion of existing plant capacity and on diversification of products.

Lethbridge

The crop year 1958 was the second best in southern Alberta's history.

Livestock prices remain firm and indications are that record production from livestock will continue.

Retail sales figures show an increase over previous years.

In manufacturing operations, flour mills, sugar factories and vegetable canning plants all report highly successful operations in 1958.

The vegetable oils plant is expected to be in operation by July.

Plants to produce specialized lighting and lighting control products, and concrete form-ties were completed.

Lloydminster

Agricultural conditions in this area have improved due mostly to the good prices for livestock, particularly beef cattle. The wheat crop was somewhat smaller but of better grade. Coarse grain crops were generally poor.

Improved retail outlets increased trade. Farm income was average to good.

There was a slight improvement in some manufacturing lines over 1957.

The labor situation throughout the year was very good.

The year 1958 was one of the best building years on record with the bulk of the construction in commercial buildings.

Medicine Hat

Grain crops in the area were 15% to 20% below normal in yield although the quality remained good.

Subsoil moisture conditions are not good and next year's crop outcome will more than ever depend upon rain in the growing season.

Cattle holdings in the district are roughly the same as last year

Alberta Manufacturing

GROSS VALUE, MANUFACTURING

	1957 $	1958 $
Foods, beverages	308,261,000	330,000,000
Leather products	239,000	500,000
Textiles	6,203,000	7,000,000
Knitting mills	103,000	150,000
Clothing	8,308,000	8,900,000
Wood products	58,208,000	58,000,000
Paper products	12,748,000	26,000,000
Printing, publishing	25,393,000	28,000,000
Iron, steel products	59,497,000	57,000,000
Transportation equipment	28,187,000	27,500,000
Non-ferrous metal products	14,996,000	16,000,000
Electrical apparatus, etc.	3,532,000	3,600,000
Non-metallic mineral products	38,939,000	41,500,000
Petroleum, coal products	150,999,000	151,000,000
Chemicals, allied products	41,658,000	48,000,000
Miscellaneous manufacturing	5,085,000	5,500,000
TOTAL	762,356,000	808,650,000

Sources: 1957 Preliminary, DBS; 1958 Estimate, Alberta Bureau of Statistics.

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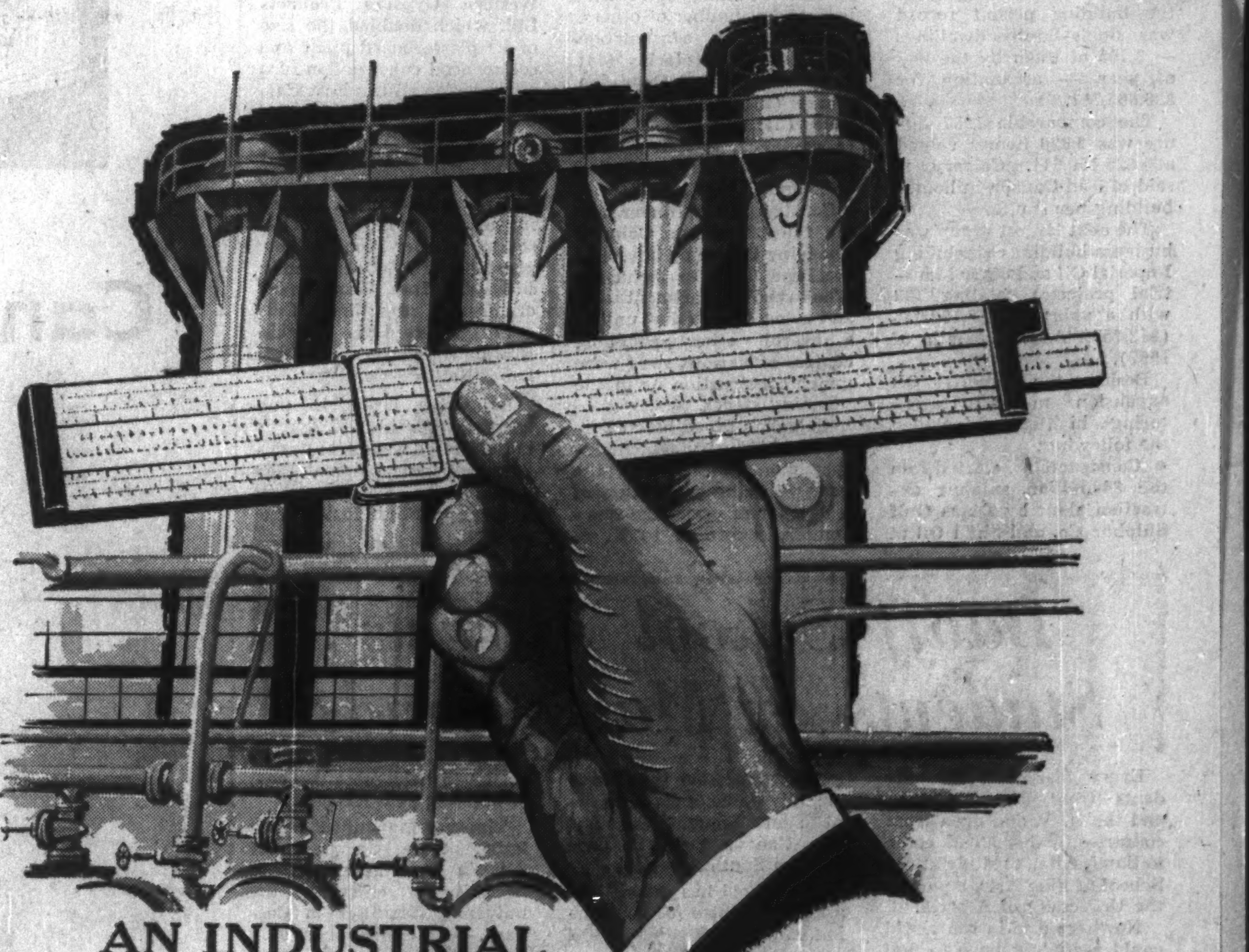

AN INDUSTRIAL GIANT...

Edmonton stands on the threshold of a new industrial development . . . the opening up of the NORTH COUNTRY.

Highways and railroad plans are on the drawing boards to expand transportation facilities into the vast, undeveloped area that lies north of Edmonton. Industry is soon to tap another storehouse of natural resources in a land of abundant mineral wealth . . . Uranium, gold, silver, copper, cobalt, nickel, iron, lead, zinc, radium, lithium and oil. When these minerals require processing and manufacturing into basic materials, Edmonton, geographically located at the "gateway" to this vast new development, stands ready to play an important part.

The Edmonton of today is a vibrant new Edmonton . . . entering a new stage of manufacturing activity, soundly based on vast reserves of raw materials and a well-established distribution centre.

Write for the facts about Edmonton's new industrial potential. Address your enquiry to ..

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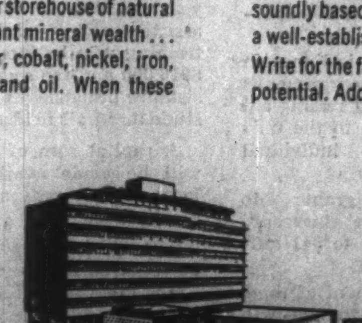
The City of Edmonton
NEW CITY HALL,
Edmonton, Alberta.



THE CITY OF
EDMONTON

Chemical Plant Fastest-Growing

Don't believe people who say there are no opportunities in heavy industry for new companies to start on a small scale.

An example?

Western Chemicals Ltd. near Two Hills, Alta.

In its five years' life it has shown itself to be the fastest-growing chemical plant in the country — possibly the fastest growing in North America.

It produces chlorine, caustic soda and muriatic acid.

Usually minimum economic size for a commercial plant making these chemicals is 75 tons of chlorine per day.

Western Chemicals began operations at 10 tons per day.

Production started late in 1953. By August, 1955, it had doubled to 20 tons per day.

In 1957 production was 40 tons a day to meet new demands, and before the end of 1959 the plant will be producing 60 tons per day — a sixfold expansion in six years.

Such growth has fulfilled the hopes of the project's planners, E. L. Harvie of Calgary and J. R. Donald of Montreal but hasn't been easy sailing all the way.

Heavy chemicals like chlorine, caustic and muriatic acid are difficult and expensive to transport. Plants close to consuming sites are assured of all the business in their area.

For many years, various firms considered construction of a caustic-chlorine plant in western Canada.

The nearest eastern plant was at Windsor, and the Pacific coast was supplied from U. S.

Alberta's chemical requirements were small, however, until the big oil boom began with the discovery at Leduc Number One.

Then petrochemicals producers were attracted to Alberta by the low-cost available petroleum raw materials.

Many petrochemicals need basic chemicals in their production processes.

The specific development which triggered the Western Chemicals operation was the decision of Canadian Chemical Co. to build a major cellulose acetate and petrochemical plant near Edmonton.

This plant would use large quantities of caustic soda for the production of the important paint chemical pentaerythritol and for various other processes.

Canadian Chemical agreed that, if Western Chemicals would construct a nearby plant, they would buy their caustic requirements from the new company.

Donald was convinced that Alberta could provide low-cost raw materials and power sources which would permit economical operation of even a very small caustic-chlorine plant, much smaller than could ordinarily be commercially operated.

A search started for a site, reasonably close to Edmonton, where natural gas, to provide the large power requirements for the process, and salt, the raw material for caustic and chlorine, could both be obtained at reasonable depth.

A fortunate conjunction of the two was located in separate beds at about 3,000 ft. at the village of Duvernay, near Two Hills, 80 miles east of Edmonton.

Presence of salt for raw material, natural gas to generate power, and ample water from the North Saskatchewan River meant that the plant could be self-contained to a remarkable degree.

A railway line was run to the plant site, construction got underway, and the neat little plant was soon completed.

Western Chemicals came into operation — and began facing some major problems immediately.

There was an assured market for its caustic soda, but sale of the chlorine it also produced was another matter.

If the chlorine isn't all sold, some of it can be converted to hydrochloric acid (muriatic acid) when a market for that chemical exists.

A little bit, but only a little, can be stored.

In the early days of Western Chemicals, disposal of chlorine was a continuing problem.

Muriatic acid was made and sold for oil well acidizing throughout the prairies, but this was a widely fluctuating market.

Luckily, the tungsten ores being mined by **Canadian Explorations Ltd.** at Salmo, B.C., were concentrated with the use of muriatic acid and this market also became available to Western Chemicals.

It was thus possible to run the plant at nearly its total small initial capacity and consume about half the resulting chlorine in muriatic acid manufacture.

For the rest of the chlorine, there was a market only in Eastern Canada—at a price.

The price, after freight charges were paid, was low — so low that sometimes it seemed less costly to reduce plant output rather than to sell chlorine for a price that didn't pay for its ride over the rails to market.

The plant, probably the most complete one of its size that had ever been built, sold its chlorine and acid and caustic in every grade that the local market demanded, and in every container — from tank car to carboy and cylinder, from truck-load to small steel drum.

The 10-ton plant had been able to supply only part of Canadian Chemical's caustic soda needs.

With an assured market for additional caustic production, and despite the continued problem of chlorine disposal, the first expansion was carried out.

The real turning point in chlorine demand came with the decision of the **North Western Pulp and Power Co.** to build Alberta's first pulp mill.

This was to be a bleached chemical pulp mill—and pulp bleaching consumes some 60% of all Canadian chlorine output, some 40% of all caustic.

Supplying even part of North Western's requirements would mean a full schedule for the small chemical plant.

Then the market boomed.

Dryden Paper Co. in northern Ontario, and within Western's logical supply area, announced it would convert from its existing operations and begin the bleaching of pulp.

Considerable new engineering was involved this time, for Western was growing from a small-scale operation to a full sized plant.

One major change was in power supply.

Originally the direct current required for the electrolytic cells had been generated by a bank of huge piston engines run on natural gas.

Now these were retired to stand-by use, and one of the largest natural gas turbines to be installed in Canada up to that time took their place.

Surplus chlorine still posed a major problem, in the period before the pulp mills started operating.

But this was solved by obtaining—in some cases on loan—the extra chlorine tank cars that would be needed to move the increased production and using these as storage.

In the latter part of 1957 and through 1958, supplying a substantial part of the requirements of North Western Pulp and Power and of Dryden, as well as its older customers, Western began to show a return on investment.

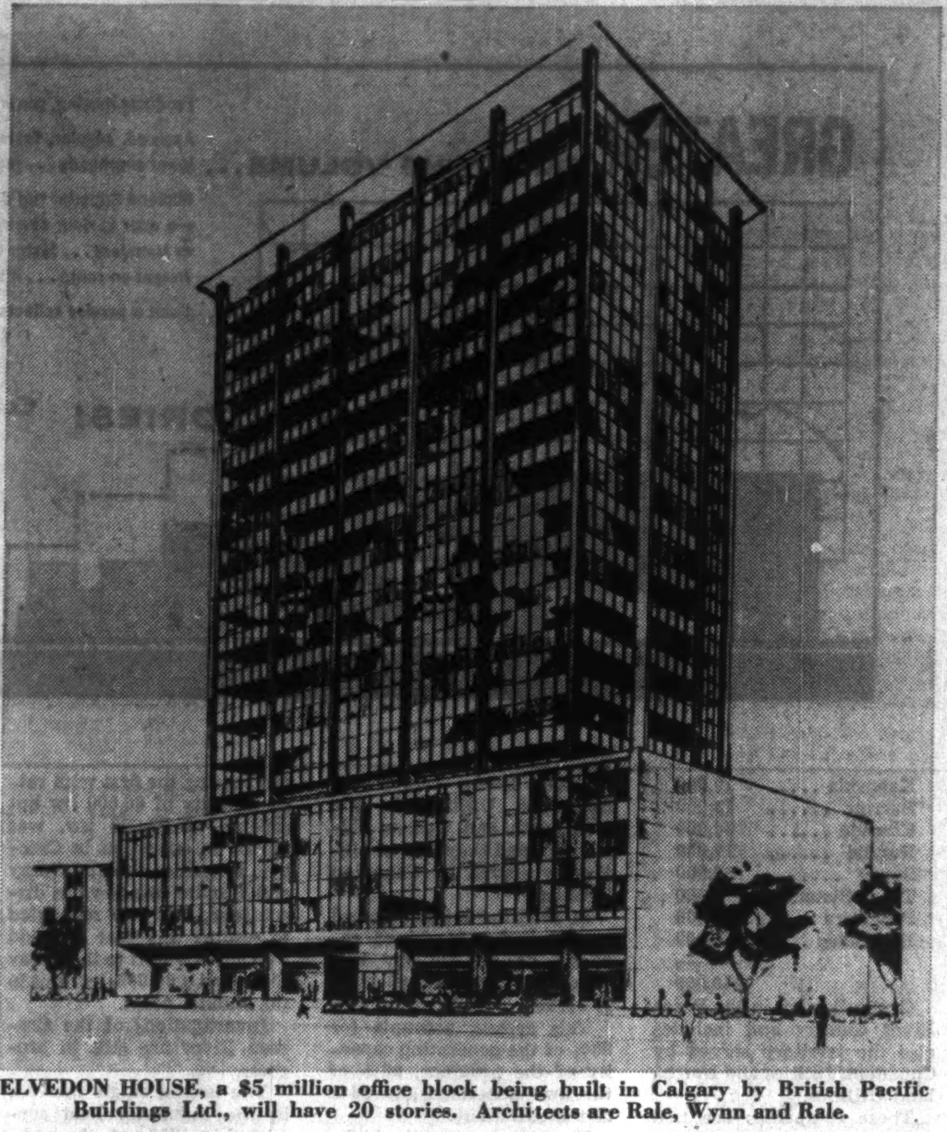
The point of really economic operation had been passed.

In 1958, the decision was made to bring output up to 60 tons per day.

This expansion will also include a new caustic purification system which will enable the output of rayon grade caustic soda.

The booming industrialization of Western Canada has made this expansion possible, and continuing development makes its future look bright.

By diversifying, it can be expected in due time to make a growing range of new chemicals from the basic products it now manufactures.



ELVEDON HOUSE, a $5 million office block being built in Calgary by British Pacific Buildings Ltd., will have 20 stories. Architects are Rale, Wynn and Rale.

Plywood Markets Growing

Building hobbyists, the general construction industry, musical instrument makers and furniture builders across Canada are customers for Alberta-made plywoods.

Pioneer of the province's three plywood firms is **The Northern Plywoods Ltd.,** Grande Prairie, which began operations in 1953.

Initial production was confined to poplar plywood in plain finishes. More recently the plant has swung to distinctive surface finishes.

These include imported mahogany and birch overlay, and rustic style in natural poplar.

Further product range was gained early in 1958 with the introduction of lodgepole pine and some spruce plywoods.

Pine plywood now accounts for about 60% of plant production.

Knotty pine finish was produced for the first time several months ago.

It has found ready acceptance in the Vancouver area, home of Canada's plywood industry.

Since its inception in 1953, the plant has expanded steadily to increase production and employment many times over.

Initial capacity of 60,000 sq. ft. of 1/16-in. plywood per day has been boosted to 480,000 sq. ft. per day, necessitating a second seven-hour work shift.

Annual logs requirements have risen from two million bd. ft. to 13 million.

Northern Plywoods Ltd. employs a year-'round average of 160 workers in its plant, for a payroll of $500,000 annually.

An additional 110 men are engaged in woods operations during winter months, for a total payroll of approximately $100,000.

The firm was founded by C. Moon, H. Morrison and John R. Bickell and his three sons, Grande Prairie lumber merchants, as a wholly owned enterprise.

In 1956 a merger was effected with **Canadian Forest Products Ltd.** The original firm name and management were retained.

Present plant capitalization is approximately $1 million.

Distribution of plywood in the Vancouver and Eastern Canada markets is handled by Canadian Forest Products.

The Prairie region is served directly by the manufacturer's representatives.

Orders have been filled as far east as St. John's, Nfld., north to Whitehorse and west to Vancouver.

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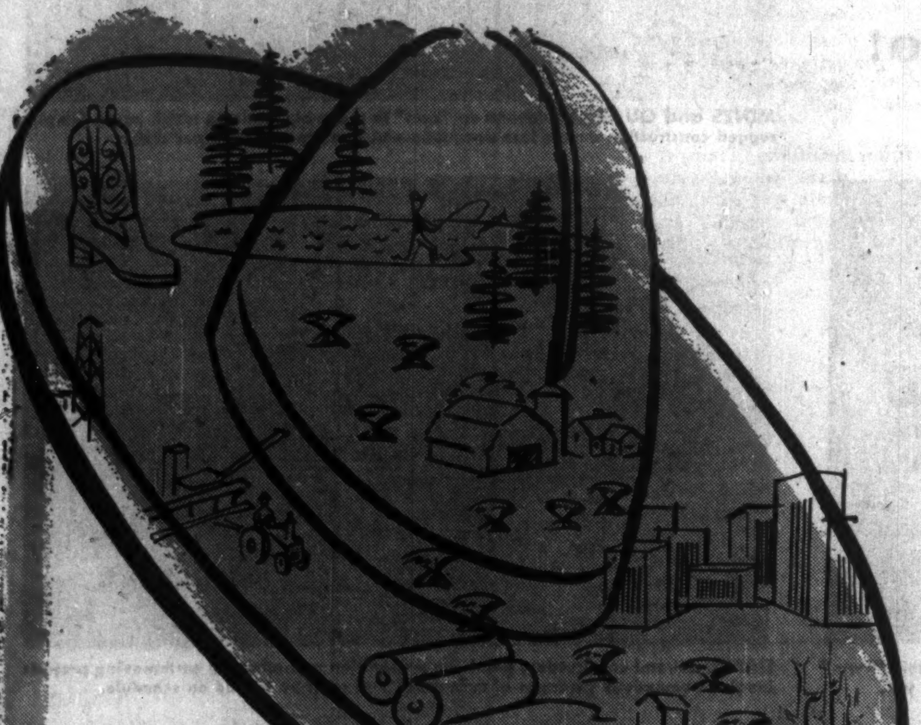

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Power

More Lines, Electricity

The last decade has been a remarkable one so far as the expansion of power generation and distribution systems in Alberta are concerned and the year 1958 was no exception.

Prairie Power

Electrical energy generated by Central Stations, 1947 - 1957 (in millions of kwh)

Year	Alberta	Saskatchewan	Manitoba	Canada
1947	641	763	2,032	43,424
1948	724	805	2,056	42,390
1949	801	858	2,160	44,419
1950	869	903	2,449	48,494
1951	997	979	2,565	54,852
1952	1,174	1,079	2,699	59,409
1953	1,340	1,174	2,754	62,860
1954	1,498	1,292	3,011	65,936
1955	1,729	1,482	3,104	72,911
1956	2,020	1,551	3,334	78,004
1957	2,234	1,678	3,341	81,637
% increase, 1947 to 1957	250%	120%	64%	88%

Generating Capacity (in 1,000's of kw.)

Year	Alberta	Saskatchewan	Manitoba	Canada
1947	158	197	332	7,165
1948	165	218	350	7,491
1949	207	232	350	7,939
1950	208	234	445	8,734
1951	280	272	457	9,724
1952	288	322	542	10,613
1953	372	347	561	11,687
1954	405	356	561	12,479
1955	477	394	637	13,422
1956	572	415	637	14,376
1957	596	452	644	15,695
% increase, 1947 to 1957	277%	129%	94%	119%

There was an increase of 10% in the total quantity of electricity generated. Hydro plants contributed an increase of 23% and steam plants 4%. Internal combustion plants increased output by 14%.

Peak load for the province was nearly 20% above that for 1957 but this was mainly because December, 1957, was a mild month.

For this reason, this large increase in peak load should be regarded as an actual increase of about 10% a year for a two-year period.

A big feature was the increase in transmission lines by 1,234 to a total of 12,020, which includes 2,915 miles of company-owned farm lines.

Distribution mileage increased 258 miles to 4,264.

Total mileage of all farm lines increased by 3,791 miles, bringing the total farm mileage at the end of 1958 to 35,352.

The total mileage of all power lines in the province at the end of December, 1958, was 48,721.

The largest group of power producing plants in Alberta, known as Group A, contains those power plants that are connected by transmission lines and thus form an "interconnected system."

It includes towns served by **Calgary Power Ltd.**, and **Canadian Utilities Ltd.**, and the area adjacent to Athabasca served by **Northland Utilities Ltd.**, with the exception of the Grande Prairie area.

It includes Edmonton, Calgary, Red Deer, Medicine Hat, Ponoka, Fort Macleod and Cardston.

In most cases, these places do not generate their own power but purchase it from Calgary Power and retail it to their own inhabitants.

This includes the hydro plants of Calgary Power, that are rated as follows:

Plant	Capacity kilowatts
Dearspaw	17,000
Ghost	51,000
Horseshoe	14,000
Kanaskia	19,000
Barrier	13,000
Cascade	36,000
Rundle	17,000
Spray	50,000
Three Sisters..	3,000
Pocaterra	15,000
Interlakes	5,000
	240,000

Group B takes in the Peace River country and includes also the territory served by Canadian Utilities and Northland Utilities.

These companies are tied together by transmission lines from Fairview to Rycroft and from Valleyview to Grand Rapids, so that now the whole of the Peace River is one interconnected system.

Group C includes various isolated towns served by Northland Utilities in the area north and west of Edmonton, and the town of McMurray served by Canadian Utilities.

In 1958 the interconnected system had a combined capacity of 688,300 kw and generated 2,418,547,000 kwh. It served 298,090 customers.

This system accounts for 96% of the generating capacity of the province, 98% of the kwh generated and 96% of the customers.

Here are some of the highlights of the Alberta power program during 1958:

- **Calgary Power:**

Extension work was completed on the Wabamun steam plant. A second unit, duplicating the first with rated capacity of 66,000 kw but capable of 72,000 kw, was placed in operation in October. Extensions to the Spray and Rundle plants were discontinued but are scheduled to resume this year and add a 50,000-kw unit to the Spray plant and a 30,000-kw unit to the Rundle plant.

Investigations of the Brazeau River are still in progress.

The largest single increase in the industrial load connected in 1958 was the addition to the sulphur plant at Pincher Creek, which was doubled to more than 3,000 hp.

- **Canadian Utilities:**

Early in 1958 CUL commissioned the 10,000-kw Sturgeon plant, their second gas turbine, after better than expected results in the operation of the epoch-making Vermilion gas turbine, the first such unit in Canada, which was installed in 1954.

The Sturgeon plant is believed to be the only such unit burning sour flare gas, which is obtained from nearby oil wells.

In the rapidly developing Swan Hills oil field, the company installed two 100 hp. diesel units and planned further installations to keep pace with winter developments.

Both Northland Utilities and Canadian Utilities are showing considerable interest in the hitherto undeveloped part of northern Alberta north of the 55th parallel.

Canadian Utilities, for example, which recently commenced operations in the Yukon and a year ago took over the plant at McMurray, is now on the point of entering the power business at Chipewyan.

Summing up the general position, the Alberta Power Commission's annual report for 1958 comments that the vast energy resources of Alberta, consisting of hydro plant sites, one half of the mineable coal of Canada and a very large percentage of all the oil and natural gas, places the province in a very fortunate position, energywise.

Cattle Sales Up, So Is Farm Cash

Farmers' cash income in Alberta rose by over $44 million in 1958, in spite of a poor market for wheat.

Largely responsible for this timely boost to Albertan economy was the increase in livestock marketings and higher prices.

There is a strong feeling now that the big U.S. demand for Albertan cattle, mainly the result of seven years of drought in Texas, will fall off sharply now that there has been rain in the south.

One indication:

A fall-off in the slaughter of cows in the southern U.S. which will soon bring larger herds.

A steady demand for some Albertan cattle is likely to remain so long as they do not price themselves out of the market.

Main factor on which Alberta cattleyards rely:

Steadily increasing Canadian demand, following the upward trend in population.

Major sources of farm income:

	1957 ($ mil.)	1958 ($ mil.)
Grains	171.2	164.8
Livestock ..	174.6	221.3
Dairy prod.	32.4	37.0
Poult. prod.	10.2	9.8
	388.4	432.8

Competition from the U.S. improved 1958 cattle prices. Cattle went into feedlots in the fall of 1958 at $5 - $6 cwt more than in 1957.

Support prices were established for cattle, hogs and sheep early in the year. The only class to reach the support price at Calgary was hogs.

On the whole situation at Calgary was representative.

Chief features of the Calgary feeder market:

- **Strong U.S. demand** throughout the year.
- **Renewed effective demand** from Ontario buyers.
- **High percentage** of stock calves in replacement sales.

For six months good feeder steers were fetching higher prices than good steers for butchering because buyers were looking for anything that could make gains by feeding.

The U.S. demand for slaughter cattle was steady from the beginning of the year.

Movement from Calgary yards was chiefly to **Pacific Northwest Packers.**

There was further demand by **American Feeders** for fleshy "two-way" steers and steers in the medium and common classes.

U.S. buying of slaughter cattle tapered off in the last quarter as the Canadian price level rose, making the shipping margin precarious.

Sheep sales at Calgary were down from the 1957 total while direct sales to packers were up.

Prices of good lambs ranged from $20 for the first seven months, showing peaks of $21.2 for May and $21.4 for July.

September saw the lowest prices with an average of $16.75.

There was a good demand for feeders and for ewe lambs for replacement or new flocks. Here again, these classifications often sold for better than butcher lambs.

Pork products from Calgary plants have been finding some good markets in the U.S. for several years and in 1958 some live hogs were exported. As things look now, there is likely to be increased production in hogs on both sides of the line in the coming year.

Total hog sales from the Calgary stockyards in 1958 were 81,551, an increase of 34% on 1957.

The feeling is that with careful attention to finish, hog grades could be greatly improved.

The auction method of selling hogs has found continuing favor with the trade.

Hogs handled in the sale rose from 13.8% to 14.5% of those available which is still not nearly sufficient for efficient price making.

A new method was used for marketing Co-operative Association hogs, beginning in October.

Each association's hogs were offered the day of country loading and sold at auction, basis fob country points.

Hogs were then billed as directed by the buyer.

This method offered two advantages over the term contracts formerly used.

▸ **FOB hogs come under complete buying competition** each week.

▸ **Buyers, by billing direct to destinations,** take advantage of "through-billed" rates.

The method has now found acceptance and is bringing 25% more Alberta hogs under effective buying competition.

New Building Will Top Any In Alberta

Construction of Alberta's tallest building, the 20-story Elveden House in Calgary, is slated to start this spring.

Dominion Bridge Co., Calgary, will fabricate and erect approximately 3,000 tons of steelwork for the project.

Plans for the $5 million project were announced recently by R. L. McFarlane, a director of **British Pacific Building Ltd.** This company is a member of the **British Guinness** group, which participated in the developments at Vancouver of **British Properties Ltd.** the Lions' Gate Bridge and the Park Royal Shopping Centre.

Sask. Printing Company Profits Up

Using standard commercial rates established by the Queen's Printer, **Saskatchewan Government Printing Co.** finished the last fiscal year with a net profit of $49,135, with printing sales amounting to $468,276 — a 10% increase over the 1957 sales.

Total surplus earned by the company since commencement of operations in 1945, was $595,410, all of which has been paid to the government finance office.

At the year-end the level of advances from the government finance office was $275,000.

During the year one obsolete and two fully depreciated letterpresses were traded in on a new letterpress and a new offset press.

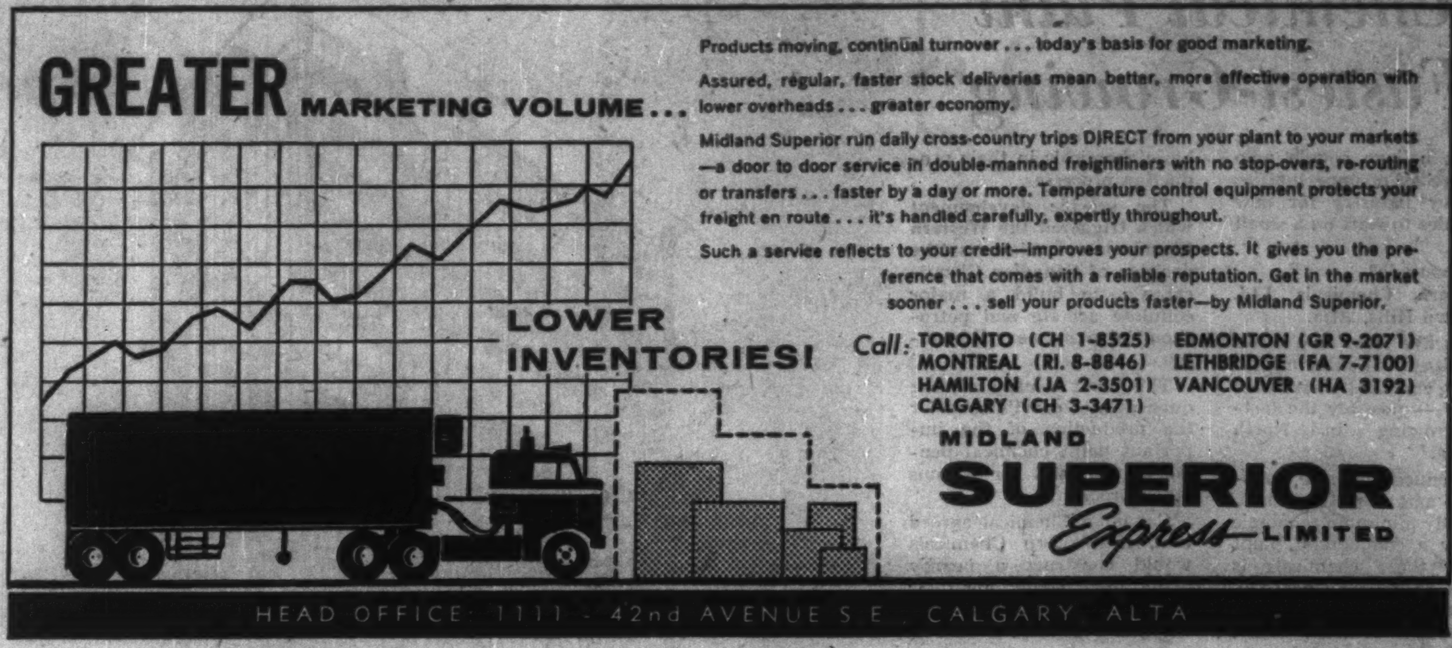
The net decrease of one machine is made possible by the greater productivity of the offset press.

The capacity of the collating machine was also increased during the year and a new camera was purchased to complete the platemaking equipment for the offset printing operation.

The total cost of these improvements was financed without any additional advances.

The company employed an average staff of 50 persons during the year compared with an average of 52 in the last fiscal year.

Total wages amounted to $222,520, an increase of 4.5% over the $212,929 during the previous year.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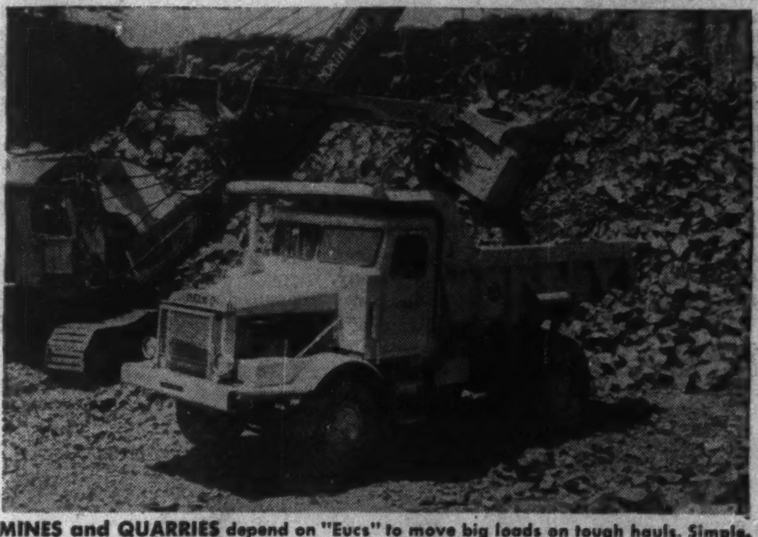

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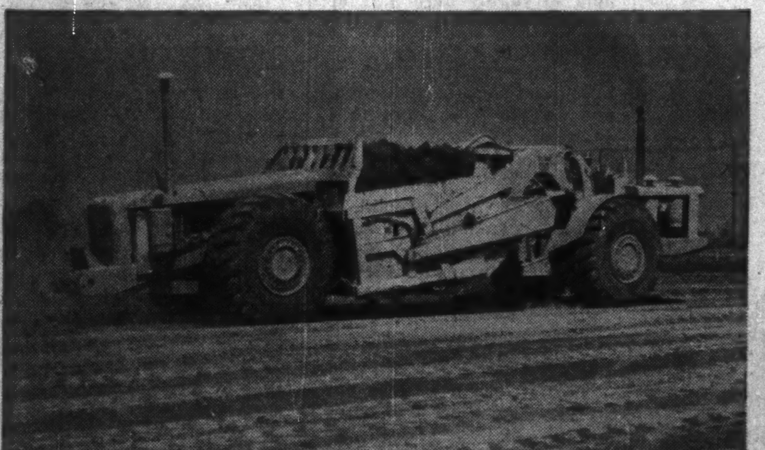

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DAMS, railroad construction, plant site preparation and other big earthmoving projects involve tremendous yardages of excavation that must be moved on schedule.

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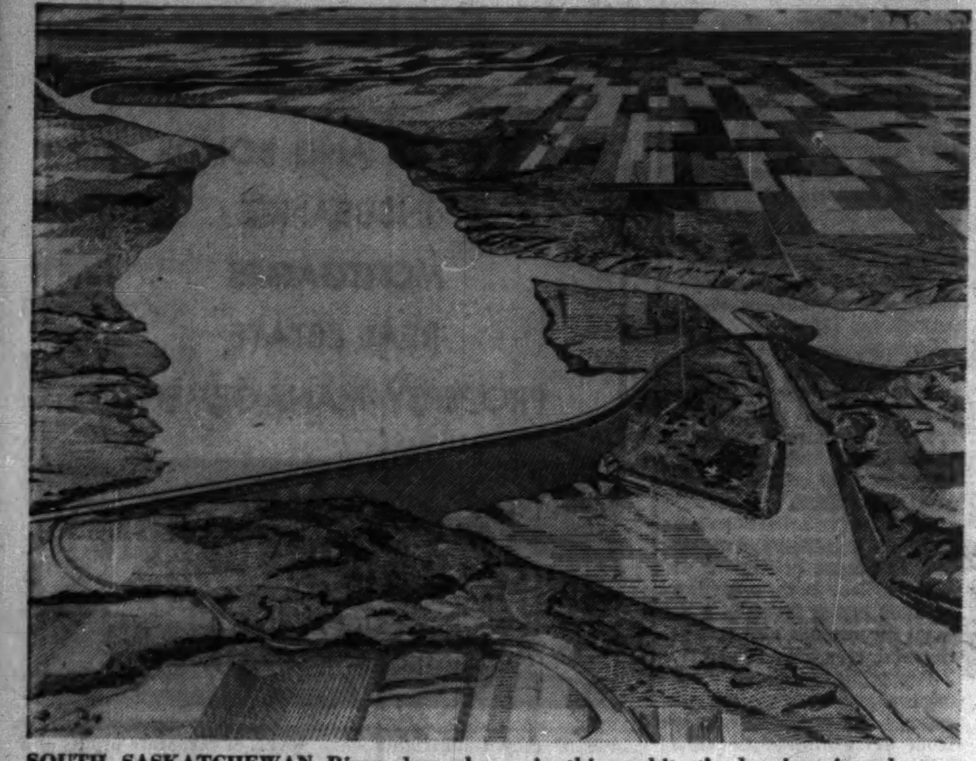


SOUTH SASKATCHEWAN River dam shown in this architect's drawing, is only one of many projects to increase power supplies. It will also provide water to irrigate a large area.

Saskatchewan Power Demand Jumps

An 86% jump in natural gas purchases brought Saskatchewan's total figure for 1958 to a record 19,600 million cu. ft.

Electrical energy purchases jumped by 16.5% over the previous year while system peak demand increased by 19.3%, due in part to the fact that December, 1957, was a mild month.

The real increase in peak load was probably nearer to 10% a year for a two-year period, a still substantial amount.

The annual report of the **Saskatchewan Power Corp.** indicates that major extensions to natural gas and distribution services, forming part of plans to establish a province-wide gas grid, were an important part of its 1958 operations.

The program linked two major new natural gas supply sources to the southern system lines and brought gas to two additional cities and 11 smaller centres along new or previously - constructed transmission routes.

As the year ended, only one city in the province—Yorkton—was without a service.

An extensive system in the south of the province could be said to be reaching a stage comparable with the northern system started some years earlier.

There was a notable expansion in the electrical generating field as well.

Power purchased and generated went up by 16.5%, while peak demand increased by nearly 20%.

As a result of these and other operations, revenue for the year jumped to $28.3 million, 22% more than in 1957.

The number of retail customers continued to increase and at the end of the year 46,879 customers were supplied with natural gas, an increase in one year of 41%, while electricity customers increased by 5.3% to 154,728.

Rural electrification was extended to 5,191 farms, the majority of these new extensions being individual ones, indicating that a large part of the rural electrification scheme has been completed so far as areas are concerned.

A noteworthy feature of the electricity power program was completion of two links totaling 315, the last between Saskatoon and Estevan.

This made it possible for the first time to integrate operations of the northern and southern systems and exchange power between them.

In 1959, one of the big gas expansion aims will be to connect Yorkton and also a number of intermediate points.

Corporation's plans also include interconnection of the northern and southern grids to form a single province-wide system.

Gas supplies for the northern system are at present drawn principally from the Brock, Coleville and Hoosier fields in west-central Saskatchewan, with smaller northern system supplies coming from recovery plants operated by oil companies engaged in oil operations at Coleville and Smiley.

The southern network receives its major supplies from the Many Island-Hatton gas field on the Alberta-Saskatchewan border and from a major conservation plant in the Steelman oil field in southeast Saskatchewan.

Substantial reserve supplies are available by contract arrangement with **Trans-Canada Pipe Lines Ltd.**

A smaller additional supply source for the south is another recovery plant at the East Cantuar field in the province's southwest.

Probe Ore Deposit In Drive for Iron

Drive to develop iron ore deposits in Saskatchewan is gaining momentum.

Current proposals call for an underground investigation of large low-grade magnetite deposits in the northerly Fort la Corne area by **Kelsey Lake Development.**

Interest in the deposits could be linked with the Regina steel mill of **Interprovincial Steel Mills** now under construction.

But developers of the property face many hurdles:

- **Deposits lie at least 2,000 ft. below surface** in contrast to the huge open-pit deposits in Eastern Canada.
- **Shaft sinking involves many problems associated with soft overlying rock.** Artificial methods of support must be used, adding to cost problems. A freezing technique as used in the potash fields of Saskatchewan would probably be used.

The deposit is now held under option by Kelsey Lake. It was originally discovered by Irex Syndicate, an association of mining companies including **Teck-Hughes Gold, Lamaque Gold, Crowpat Minerals,** and **Noranda Mines.**

Under terms of the option agreement Kelsey has completed more than $150,000 of diamond drilling and metallurgical testing.

Five drill holes indicated an ore zone up to 1,100 ft. in thickness. The magnetite ore grading about 32% iron can be concentrated by magnetic processes.

The next step in Kelsey's program is proposed sinking of two exploration shafts. Reports indicate that a start may be made late this spring.

The provincial government is keeping in close touch with the project.

L. F. McIntosh, Minister of Municipal Affairs, says a mine at Choiceland would mean a smelter. Hydro-electric developments proposed would have some connection with the setting up of a mine.

The government has hinted that two dams are being considered. These are in addition to a power project it will proceed with at Squaw Rapids.

C. G. Willis, minister of public works, says development of the Choiceland find would mean a road would have to be built from the site, across the Saskatchewan River to connect with highways leading to the south.

Biggest Insurance Surplus

Saskatchewan's government-owned accident insurance paid out $4,265,148 in benefits to motorists and those involved in auto accidents during 1958.

This was $74,669 less than in 1957.

Important factors contributing to this decrease were the intensive safety campaigns conducted by the Saskatchewan Highway Safety Council and other organizations, assisted by television, radio, newspapers and other publicity media.

Surplus in the fund as at December 31, 1958 was $4,414,145.

This amount is being held for the benefit of motorists and persons injured in automobile accidents.

To help the safety council broaden its program of safety education, $100,000 is being made available to the council out of the fund for driver training in high schools.

During 1958, the Saskatchewan Government Insurance Office earned the highest surplus in its history — $427,097.

Total premium income was $6,507,424, compared to $5,928,360 in 1957, an increase of 9.8%.

Main lines contributing to this increase in premium income:

Fire insurance, up 21% over 1957 to a record high of $3,177,286.

Automobile insurance, up 17% to a new high of $1,834,272.

The total sum made available to the Government of Saskatchewan since the office started in 1945 now amounts to $2,941,910.

Mine Lag Hits Air Revenues

Saskatchewan Government Airways showed a 4.5% decrease in total revenue during 1957-58, because of decreased activity, particularly in charter flying.

Summer revenues were good but the winter of 1957-58 proved a difficult one for the corporation.

This was because of a significant decrease in mineral exploration which was felt by every charter air operator in Canada.

Revenues from passengers remained relatively stable, while mail revenue increased 24.7% and poundage carried increased from 107,450 lb. during 1956-57 to 121,253 lb. in 1957-58.

This was partly due to the addition of Uranium City to the mail contract.

Revenue from freight, express and baggage together showed an increase of 22.5% over the previous year.

During the year regular schedule service was maintained to the northern settlements with increased flying frequence on the La Ronge to Flin Flon and the Prince Albert to Uranium City routes.

Revenue from all routes was sufficient to pay the direct cost of operations.

The scheduled DC-2 service from Prince Albert to Uranium City was maintained throughout the year with service being increased from four to five flights per week to handle increased cargo.

The net result on this route was an increase of gross revenue from $215,117 to $230,715.

Saskatchewan Furs Shown Overseas

In a year rendered uncertain by fashion trends, the **Saskatchewan Fur Marketing Service** still enjoyed a measure of success according to its annual report.

Gross sales for the year amounted to $1,118,000 as compared with $1,082,000 for 1956-57.

The service handled 15,500 accounts, and received 52.33% of the total Saskatchewan wild fur production, in competition with other raw fur marketing and purchasing agencies.

The Fur Marketing Service also took further initiative in stimulating interest in quality Saskatchewan muskrat.

In co-operation with the wildlife branch of the Department of Natural Resources, the service had a select northern Saskatchewan muskrat coat made for fur salon display in Europe.

The coat was displayed by the federal Department of Trade and Commerce along with other Canadian fur garments at salon showings in Paris, Vienna, Frankfurt, Grindelwald and Milan.

The service's auction sales continued to attract buyers from leading fur centres in North America and Europe.

Generally firm prices prevailed throughout the season with no severe fluctuations as was experienced in past years.

Potash Mine Has U.S. Worried

Potash operations in Saskatchewan have got producers in the U. S. worried.

They see deliveries from Canada, where recently discovered underground deposits are causing a further drop in the price of potash mined in New Mexico.

Lord Clitheroe, chairman of **Borax, Holdings,** the British company that controls **U. S. Borax & Chemical Corp.,** biggest U. S. producers of potash, told shareholders at the last annual meeting (**FP**, March 21) "there is over-production within the industry and the resultant competition has forced prices down."

He recalled that U. S. Borax had itself conducted explorations in the Saskatchewan potash fields and had certain permit holdings on Crown Lands there.

He noted that the deposits were 3,000 ft. down and presented some serious mining problems.

The company is now carrying out an extensive study of comparative costs of producing and marketing potash from the two areas.

Meanwhile, first trainloads of potash mined in Canada have already left Potash Co. of America's $20 million mine at Patience Lake, 17 miles from Saskatoon.

The company has been stockpiling ore and concentrate since the mine 3,400 ft. below ground started production in November.

This first trainload could be of great significance to Saskatchewan and Canada.

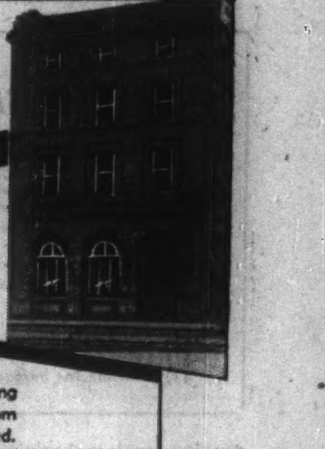
The U. S. Borax mine in Carlsbad, New Mexico, is the only other big one in North America (see **FP**, Nov. 20, 1954, July 23, 1955, Mar. 3, 1958, Nov. 29, 1958).

The Saskatchewan reserves, which stretch across a good part of the province, are believed to be the most extensive in the world.

Potash (potassium chloride) has many uses. Most of it today goes into fertilizer.

It could also be used in the manufacture of television tubes, explosives, detergents, matches, glass, china and a variety of other products.

T. L. Carey, the company's resident manager, says he expects the mine to reach full production in July.



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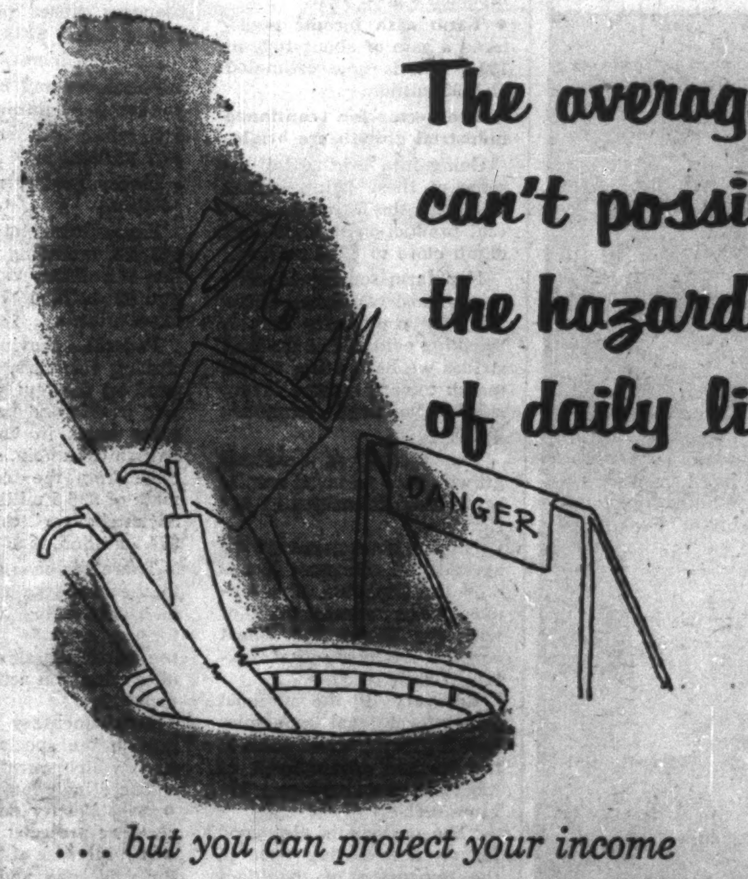

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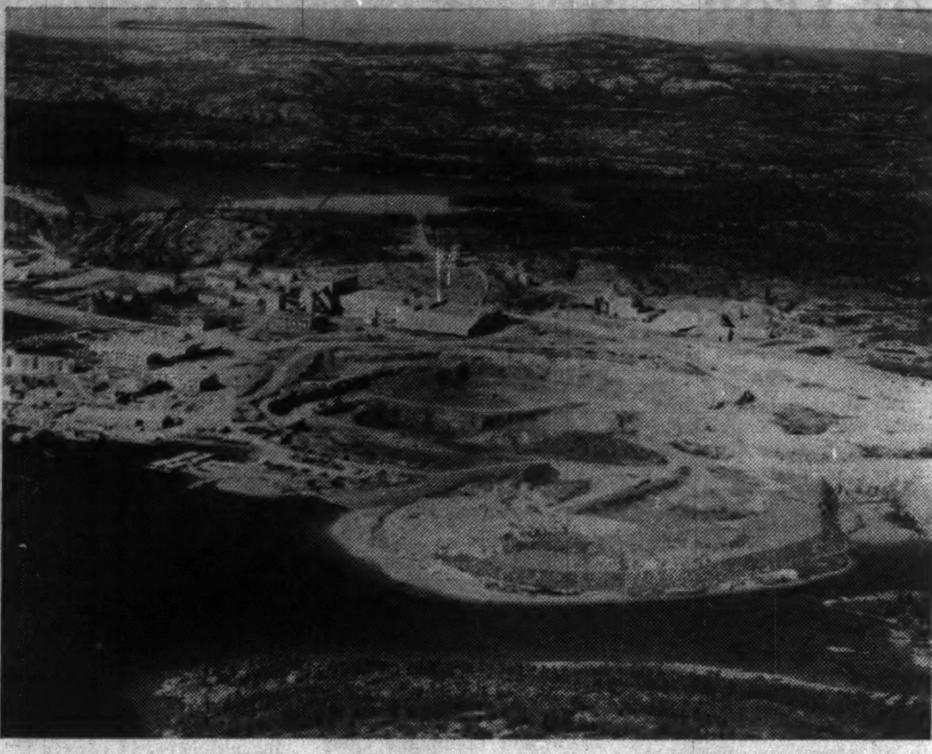
Saskatchewan's Outlook

From Our Own Correspondent

SASKATOON — Saskatchewan is better off than most people think.



URANIUM PRODUCTION in Saskatchewan in 1958 was estimated at $50 million. An aerial view of the Gunnar uranium mine at Beaverlodge in Northern Saskatchewan.

E. J. Goos, manager of the Prince Albert Chamber of Commerce, quotes figures to back up this claim.

"Saskatchewan has been sold down the river as the poor province. But such is not the case," he stated.

Consider these facts:

- **Mineral production** has risen in the last five years to the point where the province now stands fourth in Canada.

(Ontario leads with 37.7% of the total mineral production. Quebec has 17.4%, Alberta 15.9% and Saskatchewan 10%.)

- **Saskatchewan has picked up** almost 75% of the oil markets which Alberta has lost.

It is six cents a barrel cheaper to ship from Saskatchewan to eastern points.

- **Value of agricultural production** is about $500 million annually.

Retail sales were up in Saskatchewan last year, totaling $883.4 million.

Mr. Goos did some elaborating.

▸ **"Mineral production jumped** by $40 million in 1958 to a record high of nearly $214 million.

"Uranium played a big role in this figure.

"From 1956 to 1958, the province's mineral production almost doubled.

▸ **"The major achievement is in oil,** with more than 3,600 wells capable of being operated. In 1955, the figure was 1,706 and in 1945, the figure was five.

▸ **"Oil companies** are spending huge sums — in 1957 over $171 million was spent.

▸ **"Natural gas production** in 1957 was 91,944 million cu. ft. per day."

▸ **Wheat production** is worth an estimated $300 million annually and livestock and allied products, $200 million for a $500 million total.

"If Saskatchewan residents see their province as a land of resources, let them shout it from the rooftops. Let us not advertise as the Wheat Province and then in winter cry that we can't make a living from wheat. Let us not claim we are broke all the time when we have all these resources."

The budget speech in the Saskatchewan Legislature by C. M. Fines, provincial treasurer, also boosts the province.

Some of the points made:

- **Gross value of commodity output** rose about 7% in 1958.
- **Mineral industries increased** their production total by 28%.
- **Service industries** have reported a good year.
- **Farm cash income** registered a gain of about 10% in 1958, and is now estimated at $595 million.
- **Prospects for continued industrial growth are bright.**

Going into brief detail on some of these points—Fines predicted the value of mineral production in 1959 may climb close to $260 million.

Non-farm sources contributed almost two thirds of the total for commodity output, "striking evidence of the long strides we have taken in our march toward a more diversified, balanced economic base."

The records of economic growth were achieved despite continuing difficulties in agriculture.

"In the grain sector of the agricultural economy, it was only the depletion of carry-over stocks on farms together with the PFAA and wheat acreage payments that sustained cash receipts."

Recovery of the national and international economies should give added stimulus to the further development of most non-farm resources, Mr. Fines feels.

"The outlook is also good for an accelerating pace in the expansion of manufacturing industries.

"Taking the over-all picture, the outlook for the Saskatchewan economy in 1959 is a distinctly favorable one.

"Without attempting to minimize either the difficulties apparent in agriculture or the important part it occupies in our economy, I think we shall see a further solid diversification and growth over the next 12-month period.

"While the movement away from the farm continues year by year, the level of industrial employment is steadily advancing, affording new opportunities for retaining population growth.

"On the basis of current data on interprovincial migration, the chances are good our population will rise to well over 900,000 next June — a gain of more than 70,000 people since the census of 1951.

"We have come a long way since the disaster of the thirties — and, to my mind, the most encouraging development of all has been the widespread evidence of a new faith and new confidence shared by the people of Saskatchewan in the future of their own province," Mr. Fines said.

Last fiscal year the province enjoyed a budgetary surplus of $13,166,511. This surplus, combined with sinking fund earnings, brought about a reduction in the net debt of $14 million from $38.9 million to $24.9 million.

A booming Saskatchewan economy caused revenues to rise to nearly $133 million.

Principal increases:

▸ **Petroleum and natural gas** revenues, $3 million;

▸ **Gasoline tax** collections, $2.7 million;

▸ **Liquor profits,** more than $800,000.

Expenditures totaled $119,663,473, including $98.6 million of ordinary expenditures and $21 million of capital expenditures.

Federal - provincial tax - sharing revenues, which depend on the levels of corporate profits and personal income taxes in Ontario and British Columbia, show a decline from the federal estimate of $36.5 million and the Saskatchewan estimate of $34.5 million, to $33.8 million.

There has been a reduction in the prices paid for crown oil rights owing to declining foreign markets for oil and the resulting slow-down in oil exploration activity in the province.

Supplementary estimates outline the special expenditures which were authorized.

These include:

- **$603,000 for employment-creating projects;**
- **An increase of $1.2 million** for grid road and municipal bridge construction;
- **$325,000 to help farmers** to secure emergency supplies of feed and fodder.
- **A further $1,481,000** for the Hospital Services Plan.

Taking the revenue and expenditure outlook together, Mr. Fines believes that for the whole financial year the province will just about break even.

There may, in fact, be a small surplus of something like 1% of the anticipated revenues.

For the calendar year 1958 the net debt of the province was reduced by $5,851,048 to $26 million.

This means a net debt of less than $30 per capita, compared with nearly four times that amount 10 years ago.

During the year all debentures and treasury bills were repaid as they matured, without the necessity of any refunding operations.

In addition, prior redemption of certain debentures was made from accumulated sinking funds.

During the present fiscal year there have been debt redemptions of $20,357,958, of which $15,163,908 were received from the Saskatchewan Power Corporation and Saskatchewan Government Telephones and from the sinking funds.

In spite of the fact that the year was a difficult one for borrowing, the province was successful in raising $25 million on the U. S. market last April at the time when prices were most favorable.

This amount was borrowed at 4.15% for a period of 25 years. Shortly after another private loan was arranged in Canada for $5 million. This was for a four year period and was borrowed at 3.90%.

In July the federal government announced the conversion loan and thus destroyed any hopes of any successful provincial loans for several months.

The government therefore decided to use its own resources to finance the $10.8 million requirements of Telephones.

It had over $10 million of Victory Bonds in various Government controlled accounts.

It did not convert these except for a few short-term bonds, but instead, used the proceeds to make a provincial issue for $10.8 million, due in 1983.

These bonds have a 5% coupon and were sold at par.

Thus it was able to complete the borrowing program at an early date, except for $2 million for Power, which has since been obtained in a new issue of $25 million for Power and Telephones, obtained on January 2nd.

It has recently borrowed $8 million on the Canadian market.

The prospects for provincial borrowing are not favorable because of the large requirements of the federal government and the investors' lack of confidence in bonds because of the recent awakening to the dangers of inflation.

However, with over $30 million already secured for next year's program, Fines is confident he can raise the balance required.

The budget for 1959-60 is a balanced budget.

It has been balanced without any increase in taxation.

Budgetary revenues have been estimated at $133,325,210, and budgetary expenditures at $133,245,440, leaving a nominal surplus of $80,000.

Revenue estimates are, of course, based on the government's appraisal of Canada's and Saskatchewan's economic outlook for 1959.

With personal income expected to remain high next year, a modest rise is shown in education and hospitalization tax collections to $20.2 million, and liquor profits at approximately current levels of $11.75 million.

Gasoline tax collections are set at $19.9 million and motor vehicle license collections at $6.9 million, both reflecting not only higher levels of personal income but also a continued increase in road use.

Recurring revenues from mineral and other natural resources are expected to rise from $17.4 million to $19.3 million.

Of these, petroleum and natural gas revenues are set at $12.8 million, other mineral revenues at $4.0 million, and revenue from the balance of natural resources at $2.5 million.

However, non - recurring oil revenues — those from the sale of crown oil rights — have been severely reduced to $5 million in light of this year's experience.

To estimate the other major source of revenue — federal tax-sharing payments — a judgment has to be made concerning economic activity in Canada as a whole.

Assumption is that 1959 levels of corporate profits and personal income taxes will be somewhat higher than this year, enough to warrant a slight increase in expected revenue from this source.

Tax-sharing revenues have been estimated at $34.2 million, up from the present estimate of $33.8 million for the current year.

Saskatchewan Revenue Sources

$000s

	1949	1950	1951	1952	1953	1954	1955	1956	1957	1958
Federal Provincial Payments	$ 16,111	$ 17,177	$ 19,009	$ 20,386	$ 22,279	$ 26,906	$ 28,382	$ 28,220	$ 35,837	$ 36,504
Education and Hospitalization Tax (1)	6,820	7,597	11,185	12,932	15,629	17,941	17,055	16,592	20,688	20,158
Gasoline Tax	6,642	7,881	8,331	9,388	11,758	14,088(2)	14,470	14,663	16,221	18,944
Oil and Gas Revenues	55	105	200	646	1,846	2,653	4,288	7,157	16,260	19,226
Liquor Profits	8,301	8,891	8,229	9,546	8,927	9,988	10,500	10,517	10,993	11,800
Other Revenues	16,273	16,541	16,576	18,913	18,854	21,531	19,547	20,277	23,731	26,198
	$ 54,202	$ 58,192	$ 63,530	$ 71,811	$ 79,293	$ 93,107	$ 94,242	$ 97,426	$123,730	$132,830

(1) Education Tax Only for the fiscal years ended March 31, 1949 and 1950; Education and Hospitalization Tax for subsequent fiscal years

(2) Gasoline Tax increased from 10c to 11c gal. effective April 1, 1953 and from 11c to 12c gal. effective April 1, 1957

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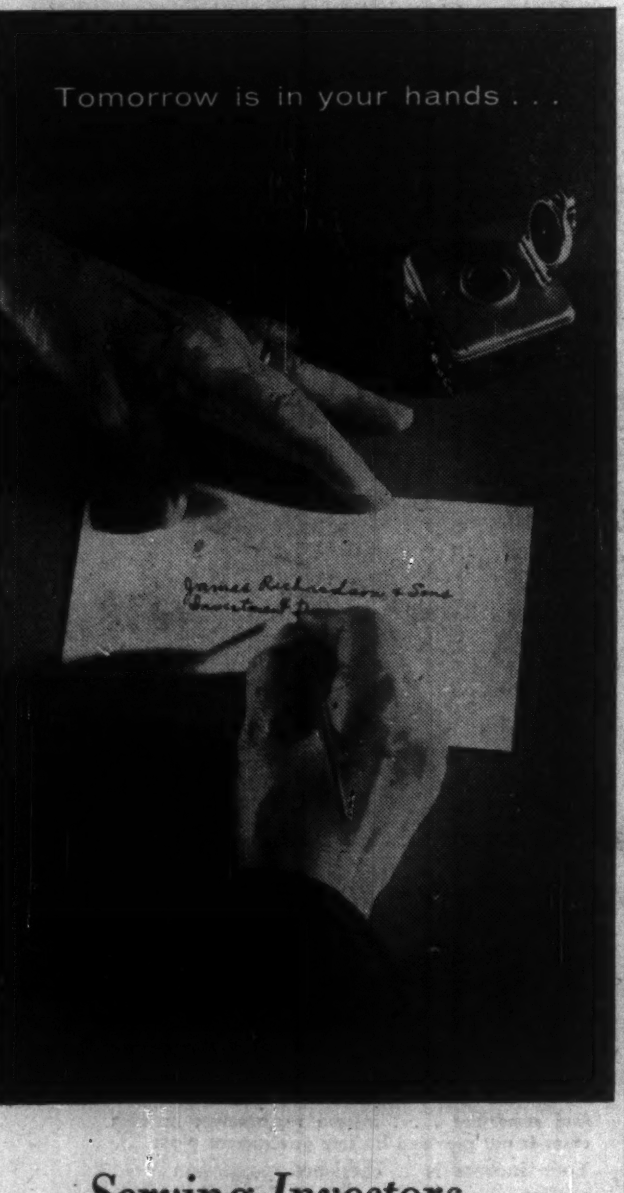

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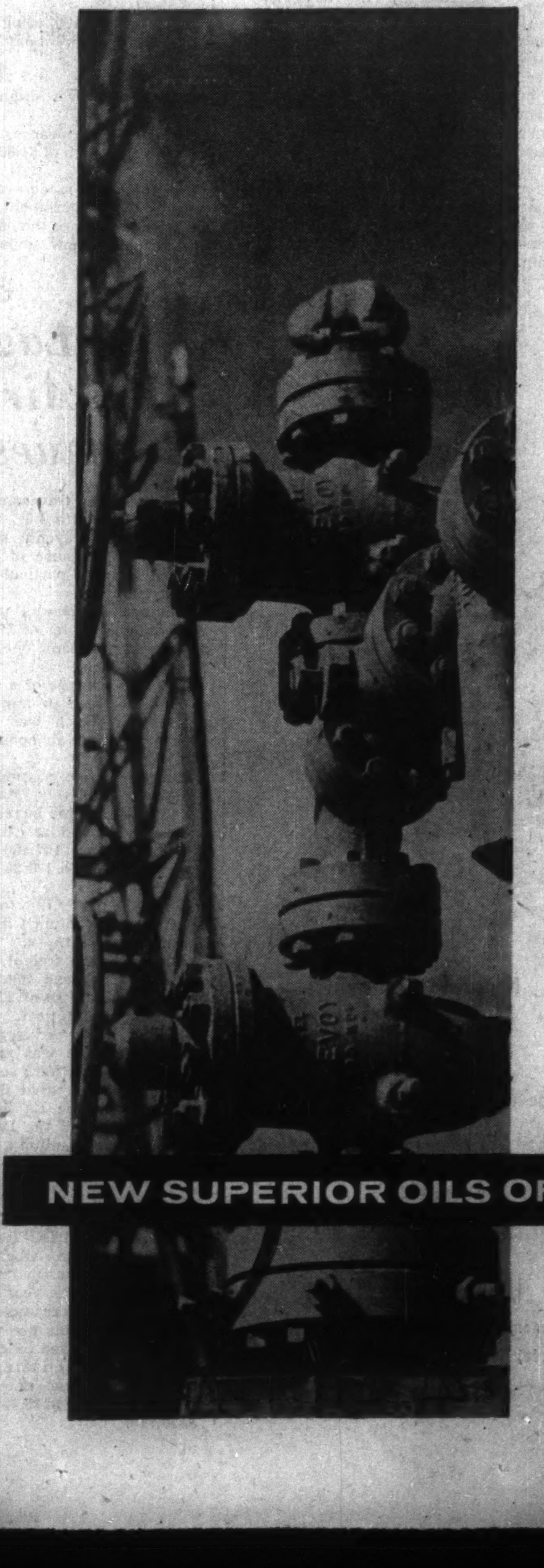

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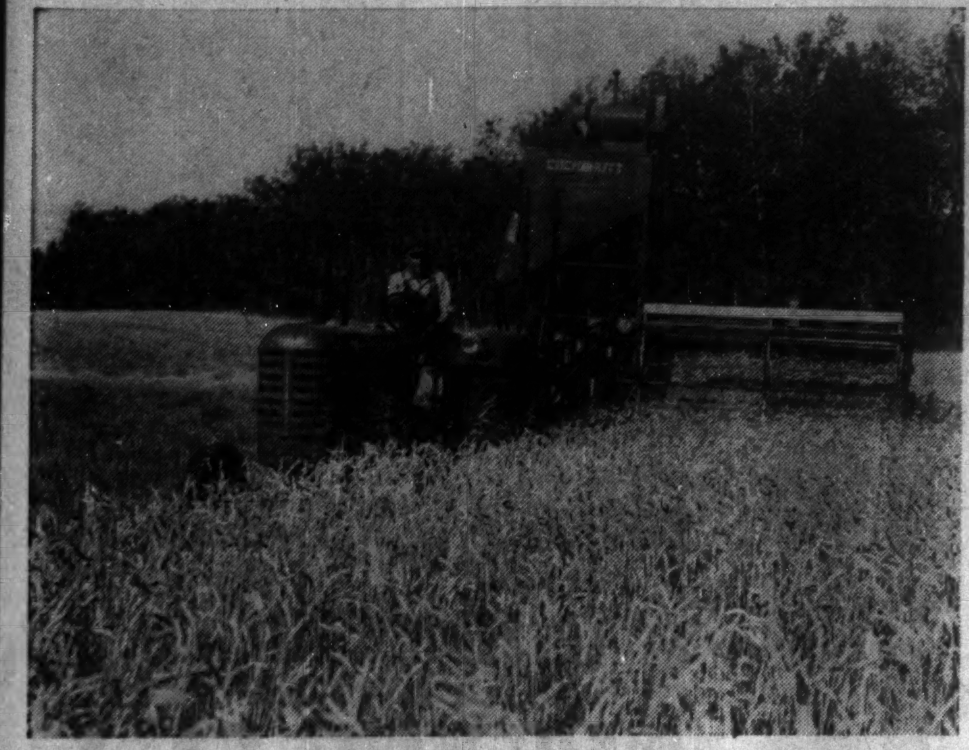

SASKATCHEWAN is still the world's largest producer of top-grade wheat. Combine harvester at work on farm of A. Boucher, St. Louis, Sask.

Highways

Road Network Grows

Work on Saskatchewan's growing 8,179-mile highway network continued at a record rate during 1958 despite some holdups on construction due to wet weather.

A hefty $25 million budget helped the Highways Department complete virtually all work planned for the year and get a good start on some of the province's biggest road-building jobs in the Saskatchewan northland.

L. T. Holmes, Deputy Minister of Highways and Transportation, described 1958 as "a good year."

"Wet weather held up construction in some parts of the province, particularly in the northeast, but most of the contracts let for the year were completed by freeze-up."

Weather in most areas of the province remained favorable. "Also, bid prices on contracts were more favorable than for some years which made it possible to accomplish more physically as well as financially."

Approximately 133 mi. of new blacktop was laid during the year bringing the province's total mileage of this all-weather surface to 1,489.

Gravel mileage in the system now totals 6,547, 526 mi. of which were added during the 1958 season.

In addition to this work, more than 140 mi. of base course was constructed, and 156 mi. of existing gravel roadway oiled for dust control and wearing qualities. At present, Saskatchewan has 473 mi. of oil surface on its highway system.

Improved municipal road mileage totals more than 95,000.

The Municipal Road Assistance Authority is spending more than $6 million on a rapidly expanding grid road system.

The Department of Natural Resources also spends approximately $600,000 annually on roads, mainly in the Saskatchewan northland.

More than $1.25 million was spent during 1958 to improve and extend Saskatchewan roads and highways — the largest amount ever applied in one year to the province's highway system.

Bridges completed during the 1958 construction season included a 227-ft. timber trestle approach to the west end of the Nipawin Bridge, which spans the North Saskatchewan River on No. 35 highway, and numerous other timber structures on the highway system.

Largest single bridge project announced in 1958 was the four-lane $2.5 million span over the North Saskatchewan River at Prince Albert.

The project, sponsored jointly by the provincial and federal governments and the city of Prince Albert includes construction of an underpass on River St. in the city, at the south end of the bridge.

Plans and initial surveys have been completed and it is hoped to start construction this spring.

Road construction projects of major proportions were also undertaken in the Saskatchewan northland during 1958.

Largest of these was the La Range to Uranium City "road to resources" on which preliminary construction work was started in September.

Specifications call for a 100-ft. right-of-way and top width of from 18 ft. to 24 ft., and an all-weather gravel surface.

Premier T. C. Douglas declared that this road placed Saskatchewan "in a new era" of northern development.

He spoke of the development of vast mineral resources and recreational areas in the 50,000-sq-mile northland, and the potential as yet unknown in the development of fish, fur and wood resources.

Progress was also reported during 1958 on two other large construction projects which will link north and south.

They are the Hanson Lake road, which will connect No. 55 highway northeast of Prince Albert with Flin Flon on the Saskatchewan-Manitoba border, and the Otosquen road connecting Hudson Bay with The Pas, Manitoba.

Both roads are being built by the provincial Department of Natural Resources.

Perhaps the work of the Saskatchewan Department of Highways and Transportation for 1958 can be summed up as follows:

"Highways expenditures for the year 1958 totaled $25 million.

"In the past 10 years Saskatchewan has quadrupled its highway construction expenditures.

"The province now has more than 300,000 motor vehicles which travel over 2,000 million miles per year on the provincial highway system.

"At the end of the fiscal year, March 31, 1958, the Department of Highways and Transportation had blacktopped or oil-treated 22% of the system, or 1,812 mi., to enable motorists to enjoy all-weather dust-free travel."

Projects Planned For '59-60

Big investments in power, communications, roads and public works, agriculture, health and welfare and education all form part of Saskatchewan's plans for 1959-60.

Here are some of the projects, as outlined by Provincial Treasurer C. M. Fines in his budget speech:

- **Employment of Canadian and U. S. consultants** to undertake a development survey of the province to help identify sectors of the economy capable of the greatest growth.
- **Investment of a further $36.5 million** in the **Saskatchewan Power Corp.** to finance its continuing expansion plans.
- **An additional $9 million** for communications, through loans to **Saskatchewan Government Telephones.**
- **An increase in oil revenues** by requiring companies producing oil to share with the government oil drawn from under road allowances which adjoin their leases.

This is expected to net approximately $500,000.

- **Reduction in expenditure** on access and development roads in the north and a higher priority for more urgent needs — main market roads and municipal bridges, with an expenditure of $30 million, about the same as for last year.
- **Reduction in expenditure on public buildings** from $6.5 million to $5.75 million.
- **Concentration of resources** on the South Saskatchewan River Dam project by establishment of a South Saskatchewan River Development Commission to coordinate activities.
- **An increase of $1.5 million** in social aid and other public assistance payments, to underwrite all costs of social aid so that people in need of aid will receive prompt assistance without delays while various municipalities argue over their relative responsibilities.
- **Greater encouragement** for lower rental housing projects.
- **Increase in public health expenditures** of about $7.5 million, exclusive of federal reimbursements.

Planners Help With Local Problems

Alberta's Community Planning branch is responsible for a wide variety of consultative and advisory services including technical assistance to municipalities regarding planning problems.

Normally, planning services are limited to communities of less than 5,000 population.

Here are some of the jobs that were carried out in the fiscal year of 1957-58:

- **A comprehensive planning report was prepared** for the Town of Esterhazy. This dealt with the economic, social and physical aspects of the community.
- **A similar study was initiated for Estevan;** due to urgency before the study could be completed the city was assisted in the analysis and preparation of an interim zoning by-law.
- **Continuing consulting services were extended to the towns of Melfort and Rosetown** in accordance with agreements between the communities and the branch.
- **Estevan, Esterhazy and Eatonia passed interim zoning bylaws during the year.** In the same period 27 zoning bylaw amendments were approved.
- **Planning commissions were established for the cities of Regina, Prince Albert, Yorkton,** Swift Current, Moose Jaw, North Battleford, and the towns of Canora, Kindersley and Watrous.
- **District planning agreements were conducted between Swift Current** and the rural municipality of Swift Current No. 137, and between Esterhazy and the rural municipality of Fertile Belt No. 183.

Industry Under Study

From Our Own Correspondent

SASKATOON—The future of Saskatchewan's industry is undergoing scientific study.

Specialists from Stanford University, members of the **Economic Research Corporation Ltd.,** of Montreal, and forestry consultants from Vancouver are involved in the project.

The aim: analyze mineral inventory, location factors, industrial opportunities and government development policy.

Results will be available to the government as guides in economic policies.

One idea getting special attention: Prospects for a pulp and paper mill in Saskatchewan.

A. G. Kuziak, Minister of Natural Resources, says the possibility of a mill being located in the province cannot be discounted.

Transport Revenue Up

Saskatchewan Transportation Co. experienced a successful year of operations, recording a surplus of $71,445.

During the year the company provided service to 561,019 passengers and traveled a total of 3,210,385 miles — an increase of 0.57% over the previous year.

While revenues from passengers, papers and baggage were down and an important source of revenue lost when mail contracts on some runs were cancelled, revenues from charters and express increased.

The net result was an increase in revenue of 0.48% over the previous year.

Saskatchewan Minerals

Production ($ millions)

Year	Metals	Non-Metallics	Fuels	Structural Materials	Total
1949	27.5	1.8	4.5	2.3	36.1
1950	26.6	2.1	5.3	2.0	36.0
1951	39.3	3.1	6.1	2.5	51.0
1952	38.2	2.5	6.4	2.4	49.5
1953	34.8	2.5	7.8	3.0	48.1
1954	49.5	3.4	12.7	2.9	68.5
1955	54.7	3.9	23.3	3.3	85.2
1956	68.4	3.7	40.1	4.4	116.6
1957	72.0	3.7	83.2	7.1	166.0
1958*	88.7	3.8	103.3	8.8	204.6

*Estimate

Source: 1949-1955 D.B.S., General Review of the Mining Industry.
1956-1958 Dept. of Mineral Resources

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- Extensive market area

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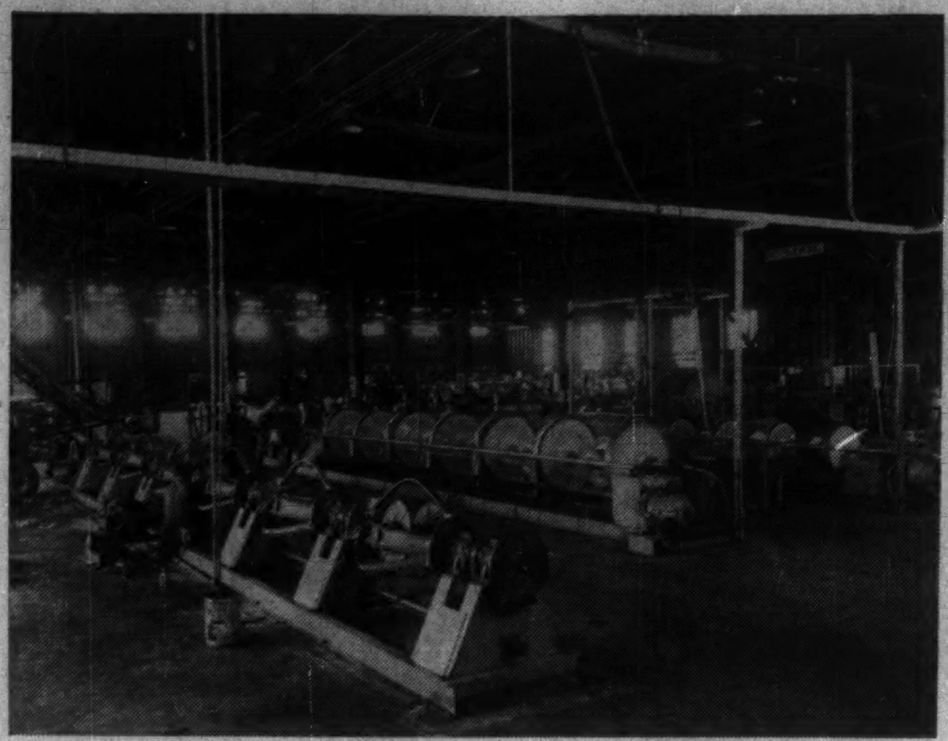

WESTERN WIRE and Cable factory at Weyburn, Sask., is an important recent addition to the province's diversification program.

Germ Warfare

They Seek An Antidote

Suffield Experimental Station could pass for any medium-sized industrial establishment anywhere in Canada.

The usual machine shops, power houses, administration block, cafeterias and recreations huts cluster around the three-story, brick-and-glass central building.

The guard at the gate is smiling and genial.

The pass, with which you gain admission to the central building, is granted cheerfully with a minimum of routine questioning.

The front-door guard at the main building gives helpful direction and escort.

But despite its familiar appearance, Suffield Experimental Station, squatting compactly on the prairie some 26 miles west of Medicine Hat, is a far cry from the average industrial plant.

The central building houses row upon row of laboratories.

In them, scientists and technicians of Canada's Defence Research Board seek an antidote to mass death, a defence against a weapon that could conceivably render a nation helpless with little or no warning.

They seek a defence against biological warfare.

Biological warfare is the world's most secretive military project today.

In the publicity surrounding attempts to establish controls and detection methods for nuclear weapons, the portent of biological warfare has been largely ignored, despite the fact that some forms of bacteriological warfare already devised are infinitely more dangerous than the atomic bomb.

Canada, by her signature on the 1925 Geneva Protocol, outlawing the use of "Asphyxiating, Poisonous or other Gases and Bacteriological Methods of Warfare," cannot wage war with these materials.

Canada's research is devoted solely to defence and $750,000 will be spent on it this year.

This is Canada's contribution to an important field in which the U. S. has earmarked $16 million for development and defensive research this year.

Canada, U. S. and U. K. have belonged to a tripartite toxicological agreement for 14 years and each year, scientists from the three countries meet for a free exchange of information and the allotment of research phases. Such a meeting was held at the Suffield station in the summer of 1958.

Biological warfare has come to mean: warfare waged with infective, disease-inciting bacteria or so-called nerve gases, which cause death or illness without infection.

Defensive research into these two possible methods of attack is divided into:

- **Physical defence,** involving development of protective masks, clothing, etc.
- **Rapid and accurate detection** in event of attack.
- **Medical aspects**—how certain diseases or gases affect the human body and what preventive measures or therapy must be employed to counteract them.

The Suffield station is responsible only for the medical aspects. The other phases are being studied at DRB stations in Eastern Canada.

A. M. Pennie, chief superintendent at Suffield, defines its job as "elucidating the hazards" of biological warfare.

"In our defensive research," Pennie explains, "we have to try to determine how widespread the danger resulting from a biological attack would be. If certain bacteria were able to live a long time and travel long distances in the atmosphere, then the danger would be great. Having established the degree of danger, we then have to find an effective means of combatting it."

The task is a tough one.

In bacteriological research, the basic problem is to determine how and why certain bacteria live and die in air. Fortunately, most disease-causing bacteria decay and die quickly when exposed to air and sunlight.

Scientists at Suffield are endeavoring to pin down exactly what conditions cause this death.

Two methods of experimentation are used.

First, stimulants, or unharmful bacteria possessing much the same characteristics as disease-causing or pathogenic types, are subjected to varied conditions in air.

When, and if, these experiments show that the lifespan of a strain of bacteria can be shortened or extended, the experiment is repeated in the "hot" laboratory, using a virulent strain in place of the simulant.

The "hot" labs are top-secret and only scientists and technicians fully immunized against the disease-causing organisms with which they are working, are permitted in them.

Here the results obtained from experiments with simulants are tested.

Of these "hot" experiments, Suffield officials will say only that they have proven, under laboratory conditions, that certain bacteria can be made more resistant, or weaker, thus increasing or reducing their effectiveness as killers or disease producers.

Fully as vexing as the problem of what an enemy country might be able to do in developing stronger, and longer-lived organisms for the purpose of waging war, is the recognized ability of some strains of bacteria to develop their own resistance to certain drugs and treatments.

But here, as in all phases of their bacteriological research, Suffield scientists can report some progress.

And usually, when the reason behind longer life of an organism has been pinned down, a method of shortening that life comes more easily.

Research at Suffield into defence against chemical warfare gases follows the same general pattern as the biological experiments.

Chemical or nerve gases differ from the bacteriological field in that they destroy or disrupt some function of the body's nervous system without causing infective disease.

These gases all stem from a basic organophosphorous compound and while they all have the same root, there are countless varieties of nerve gas.

Some are harmless, some cause almost instant death, and some blindness or other nervous disorders.

Research here is aimed at developing some compound that will quickly restore to normal the bodily function disturbed by a particular nerve gas.

Here again security prevents scientists from citing cases. But as in the bacteriological research, progress has been made.

But where would we, Mr. and Mrs. Average Canadian, stand in the event of a bacteriological or chemical attack from an enemy country?

Chief Superintendent Pennie sums it up this way:

"Our appraisal of the hazards and our medical defence against such attack, have made great strides in the past three to five years. Our knowledge of the situation has increased greatly and will no doubt continue to do so.

"But you must keep in mind that the Defence Research Board can only advise the authorities of the potential danger and the defensive steps to be taken in the event of such attack. To date, our findings have been gratefully received and a good many of our recommendations have been acted upon.

"Speaking from the knowledge standpoint of biological warfare, I can say that we are very definitely better off than we were five years ago."

Fish Sales 8% Up

An 8% sales increase in 1957-58 spelled one of the most successful years of operation for the **Saskatchewan Fish Marketing Service.**

Total revenue to fishermen in the province was $572,592 or approximately $90,000 more than in the previous fiscal year.

The report noted that it wasn't necessary for the Department of Natural Resources to make any payments under its "floor price plan."

The Fish Marketing Service handled a record volume of approximately 5,567,000 lb. of fish during the year—2.3% more than the previous year.

Approximately 53% of the total production came from fishermen's co-operative areas.

The corporation installed a pressure plate freezer in the Beaver Lake plant.

This type of quick freezing equipment, which improves the quality of the fish and prevents package bulging, is now installed in most fish marketing plants.

New processing equipment was also installed in the Lac la Ronge plant during the report year.

Manitoba Development Fund A Boon to New Industry

An important step in the industrial development of Manitoba is the Manitoba Development Fund.

Business has had difficulty in obtaining, on reasonable terms, medium- and long-term financing to purchase equipment and materials, to expand and modernize operations and to provide working capital.

The new fund will provide financial assistance to new and existing manufacturing industries, tourist and recreational facilities and community development corporations in the province.

Many businesses in Manitoba, as in other provinces, cannot finance expansion out of their returned earnings or by raising funds from private investors.

With the continuing growth of the province the number of such businesses is likely to increase.

These small- or medium-sized companies usually find it impossible or extremely expensive to raise the additional capital they need through the channels open to larger companies.

Moreover, such financing often results in loss of control of the company by the present owners.

The fund will provide a number of ways by which small business concerns can obtain their medium- and long-term capital requirements.

The government is anxious to point out that the fund does not compete with banks and other private lending institutions but aims to supplement their activities.

Gov't Stores Make Profit

After almost 11 years of operations, **Saskatchewan Government Trading** ended the 1957-58 year with a surplus of $12,862.

Operating expenses decreased from $112,107 in 1956-57 to $108,979 in 1957-58, and gross trading profit improved slightly over the previous year to 22.2%.

Costs and selling prices of goods remained relatively constant and while some savings were effected in the purchase of goods, transportation costs to store locations continued to rise.

The division continued to operate six stores located at Cumberland House, Wollaston Lake, Deschambault Lake, Pinehouse Lake, La Ronge and Stanley.

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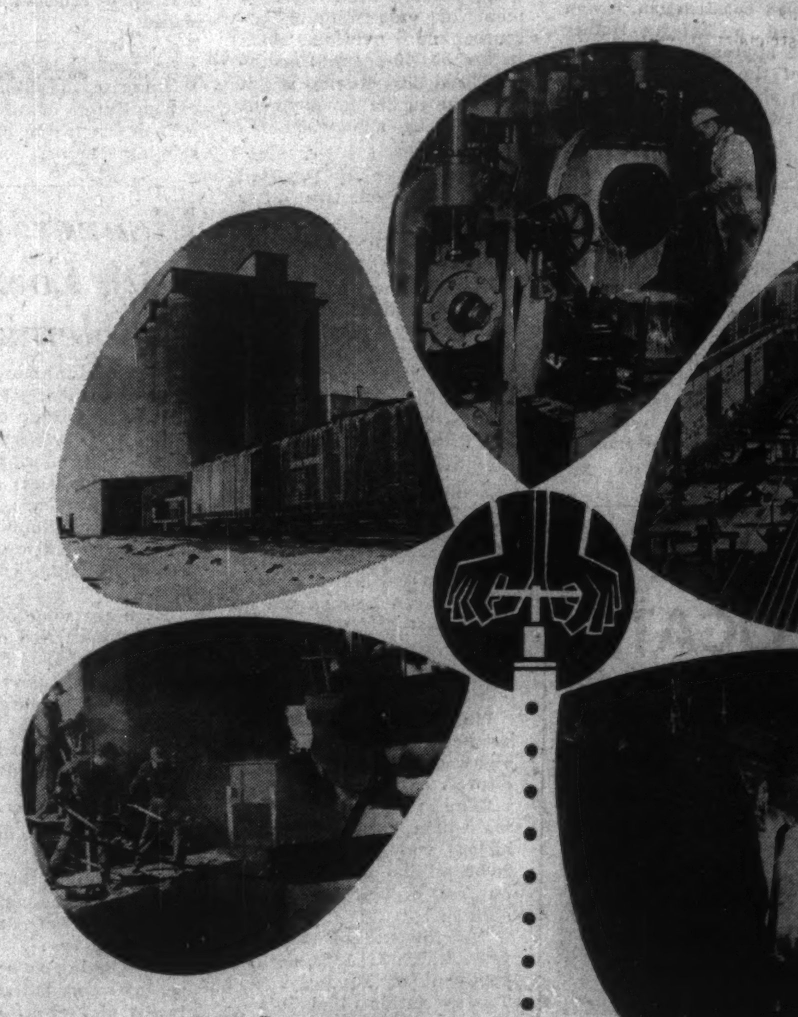

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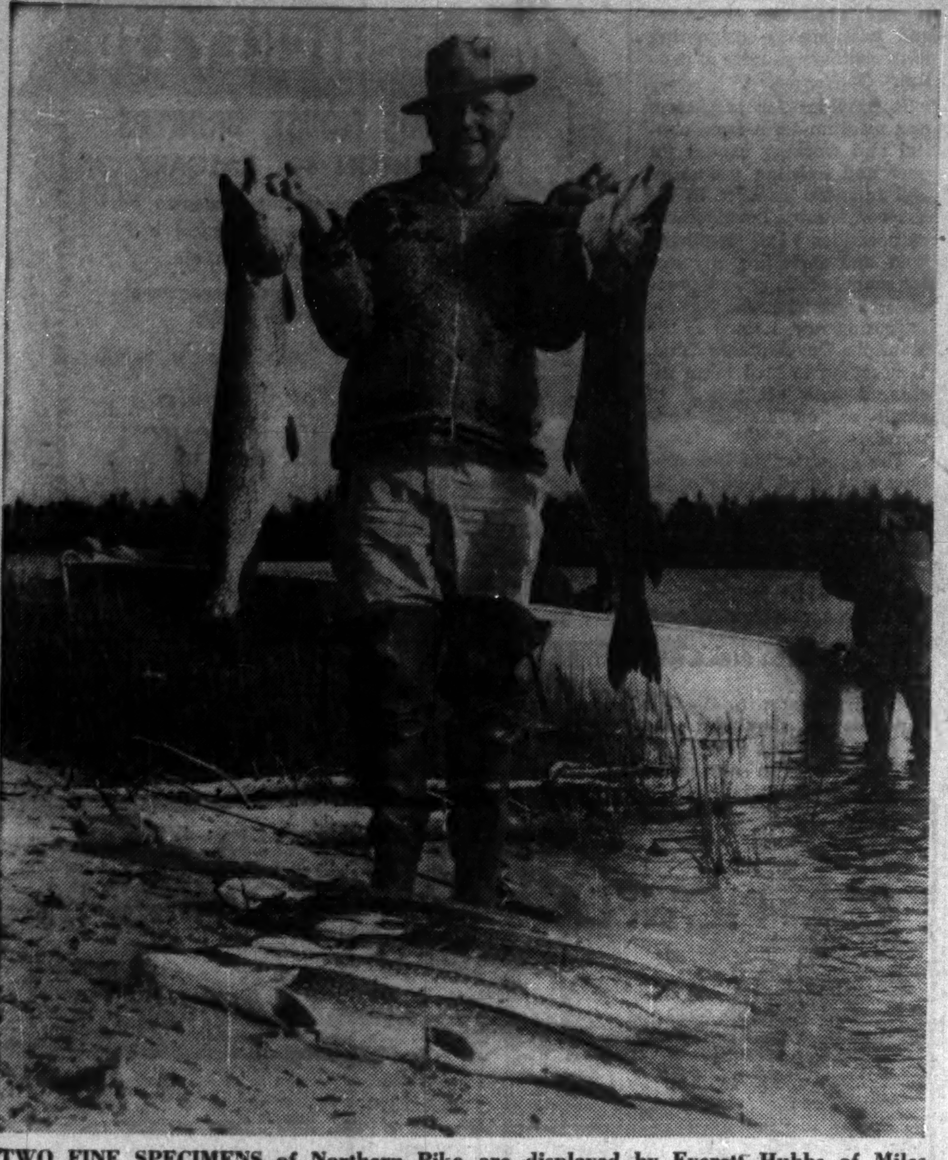


TWO FINE SPECIMENS of Northern Pike are displayed by Everett Hubbs of Miles City, Montana, who caught them in Cree Lake, Sask.

Education

Plan May Mark New Era

Passing by public referendum of Manitoba's new education plans has been hailed as the beginning of a new era in education.

The new education program, the basis of the February vote, springs directly from the interim report of the Royal Commission on Education.

The Commission recommended a new approach to school financing and school grants, as well as a new administrative unit to ensure an equal opportunity for all for a high school education.

This new administrative unit is the school division.

In Manitoba there are close to 1,700 school districts. Each is responsible for the elementary education of its children.

Some districts—about 350—have also provided high school education.

Unless a district can provide its own high school education, its boys and girls must look elsewhere.

Many attend nearby high schools in other districts—if there is room; but they do not attend as a "matter of right."

Districts with high schools look after their own first. They take in others only if space permits.

In other words, children in only 350 of Manitoba's 1,700 school districts now attend high school as a matter of right.

The new school plan will ensure that all children have an equal opportunity to attend high school as a matter of right.

The province has been divided into 46 school divisions, with boundaries drawn with an eye to assessment, teacher count, the ethnic and cultural background of the residents and the normal pattern of transportation and communication.

The division boards will be responsible for high school education.

Within the divisions, the local school boards will continue to operate in their own districts and will have sole jurisdiction over education up to the end of grade eight.

These local districts will be strengthened by increased financial assistance.

They will determine their own budgets, run their own schools, hire their own teachers and operate as they have in the past—with the one exception that those school districts which operated high schools in the past will not continue to be responsible for high school education.

The division board will have sole say in high school matters—grades nine to 12.

It will determine the size and location of high schools within the division, have final say in how many high schools it wishes to operate.

A sharply expanded grant system has been drawn up.

The "operating" grants, which apply to both elementary and secondary schools, amount to:

- **One hundred percent of teachers' salaries,** up to a scale set out by regulation.

The higher a teacher's qualifications and experience, the larger the grant toward the salary paid.

This encourages divisions and school districts to hire the best teachers available.

- **Seventy-five percent of approved maintenance costs,** covering fuel, light, insurance, minor repairs, caretaking supplies, pension payments for caretaking staff and the like.

- **Fifty percent of approved administrative costs** to cover indemnities for trustees, expenses of secretary-treasurers, office expenses, legal and auditing fees, etc.

- **Fifty percent of approved costs of supplies** such as library books, scientific equipment, playground equipment, audio-visual aids, art and craft courses.

- **Sixty percent of approved transportation costs,** 60% of net cost of buying approved transportation vehicles, and 60% of costs of compensation in lieu of transportation.

Money for these "operating" grants comes from the province itself and from a general levy equalized over each division.

In addition, the province alone pays for four other types of grants:

▶ **Financial assistance toward building** of new school or adding new classrooms.

This amounts to 40% of the actual cost of new classrooms for elementary schools and for high schools with four or less classrooms. From then on, construction grants are on an increasing scale, rising from 50.5% for a high school with five classrooms to 75% for a 12-room high.

▶ **A $10,000 establishment grant when a division is formed.**

▶ **One hundred percent of the cost of authorized student textbooks.**

▶ **Technical and vocational grants.**

Total cost of providing an approved standard of education for all Manitoba during the coming year is estimated at $33 million.

The provincial contribution is 59.2% of this total, or $18.5 million.

In addition, the province anticipates paying almost $2 million toward new school construction.

The rest of the money for the "operating" grants is raised by a general levy, applied over each division. This equalizes the cost of education.

The general levy is a basic five mills.

To this is added one mill for each additional $33,333 of balanced assessment per authorized teacher up to $200,000.

After this figure is reached, the rate is set at one mill for every $50,000 balanced assessment per authorized teacher.

A division board will impose a divisional levy to take care of any high school costs beyond those covered by the grants.

A local school district will impose a special levy to cover local elementary costs not payable from grant earnings.

Education Minister Stewart E. McLean announced details of a new government grant system toward teachers that should help to attract many more top-rate teachers to the province.

Under its provisions maximum grants are placed at $8,700 per authorized elementary teacher and $9,700 per authorized secondary teacher, based on qualifications and experience.

In addition, the grant schedule provides further assistance for principal's salaries up to a yearly $2,500.

The government-approved plan should not be confused with teachers' pay scale.

The actual amount of salaries paid will remain the prerogative of local school boards and new divisional boards.

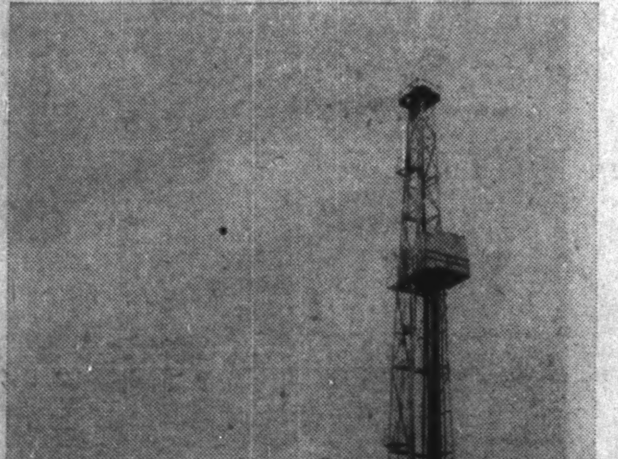
The provincial plan is aimed at assisting in the payment of these salaries up to the maximums set out.

At present the provincial government gives $2,500 per teacher less five mills on assessment.

That is a basic operating grant.

It gives, in addition, $1,250 per secondary teacher.

A school board pays its own teachers and the province, by way of operating assistance, provides the difference to $2,500.



OIL RIG used in exploration of iron deposits in Saskatchewan's Kelsey Lake area.

Imperial Adds Two Products

Two widely used new products have recently been added to the production lines of **Imperial Steel Products Ltd.,** of Winnipeg, as part of a program of diversification.

They are: steel wire fencing and an improved bale elevator.

Company purchased a two-strand, automatic, weaving machine for use in manufacturing the galvanized steel fencing.

Continuous chain-link roll fencing, in width ranging from 2 ft. to 11 ft. is being made.

Imperial Steel began operations in 1932 and has continued primarily as a producer of agricultural implements.

Scoop-A-Second grain loaders and grain crushers, grain elevator bin spouting and hammer mills are important products.

During development of the grain loader it began manufacturing welded steel pipe.

This soon became a product in its own right, much in demand by other makers of grain loaders and for use in various piping installations.

This steel pipe is now being used in still another way, as an integral part of a bale elevator.

Will Make Adhesives

A wide variety of domestic and industrial adhesives are to be manufactured in Winnipeg by **H. B. Fuller (Canada) Ltd.,** a Canadian branch of the **H. B. Fuller Co.** of St. Paul, Minn.

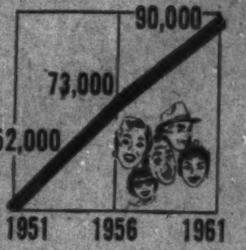
Donald Giroux, formerly director of adhesives research with **Johnson and Johnson Ltd.,** of Montreal, was appointed general manager of the new operation.

The company obtained 5,000 sq. ft. of space in a building in the west end. A large, ribbon-type mixer was installed, tested and made ready for production.

Fastest growing city in Canada!!

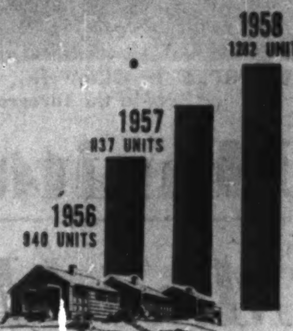
More People ▶

The pattern of Saskatoon's population growth symbolizes the boom this city has been experiencing for the past ten years, and which is officially estimated to place Saskatoon's population above the 110,000 mark by 1966. The reasons? Expansion of business and industry, a growing trading area, and the extention of educational and cultural facilities which Saskatoon alone provides in Saskatchewan.



More Housing Starts ▶

Saskatoon can boast more housing starts per capita than any other city in Saskatchewan . . . and is in second place of ALL cities of Canada. Residential construction during 1958 amounted to $15,072,433.



*Write or phone to Mayor S. L. Buckwold, or Commissioner John McAskill, for answers to your questions about Saskatoon, or assistance in industrial location.

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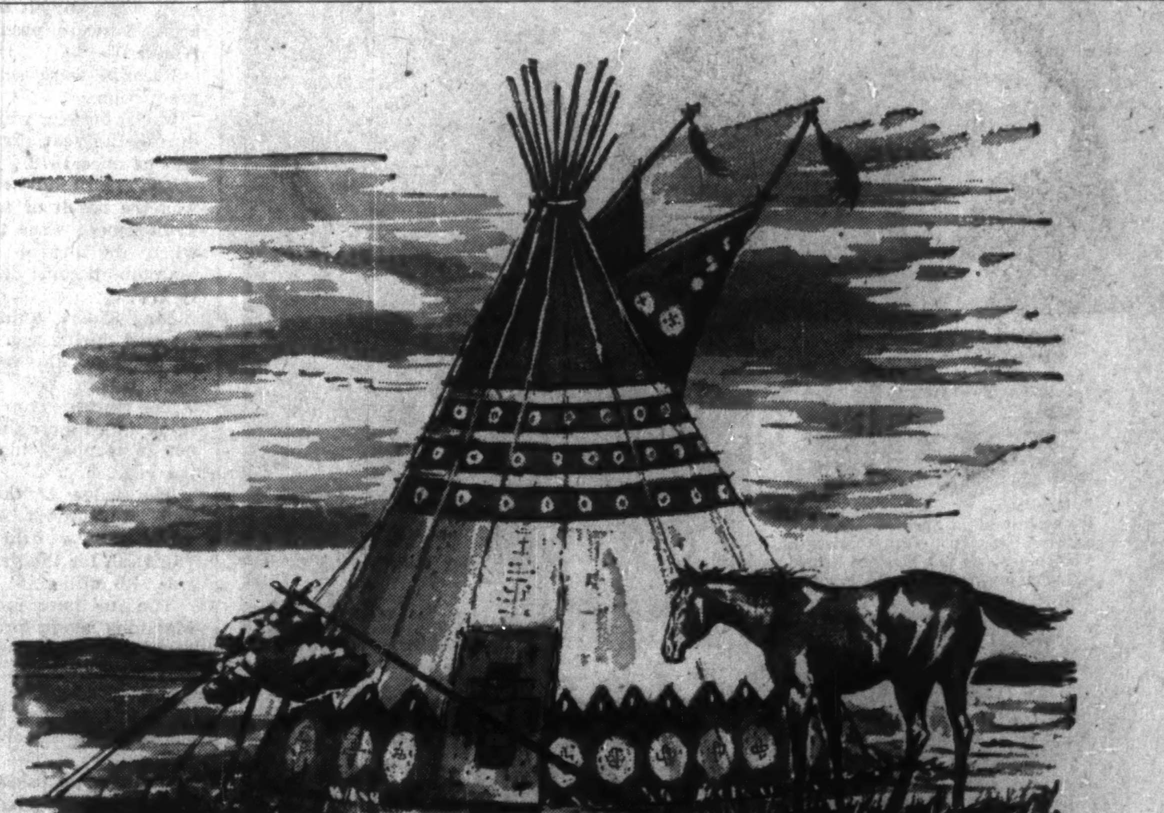

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WINNIPEG IS GROWING, as this recent aerial photograph shows. Assiniboine River is in the foreground, with the legislative building close behind it.

Manitoba

Mixed Economy Strong

Diversity of production was an important element in the maintenance of a steady level of economic activity in Manitoba during 1958.

As a result the business recession was not so evident.

Investment in mining, manufacturing and construction is estimated, in fact, to have been higher than in 1957.

When final figures are available agricultural production will be up from last year and wheat deliveries at an all-time high.

Agriculture made a remarkable recovery in 1958.

Due to lack of rain, crops were pretty well written-off by late June.

However, rains came in time and the yield is considerably above average and, in certain instances, made records.

Favorable harvesting conditions are partly responsible for the increase in major crops.

Grain shipments at Churchill, Manitoba's northern port on Hudson's Bay, reached an all-time high of 19.5 million bu.

This is 3 million bu. over last year's total, in spite of the heaviest ice conditions experienced since 1902.

A special session of the provincial legislature passed the Agricultural Credit Act setting up an organization to help farmers with 50 acres or more to borrow money from the province and aid future farmers to acquire land.

The interest rate will be just 1% above the rate at which the province itself borrows.

Despite several unfavorable aspects, 1958 was highlighted by continued development and planning by mining industries.

This was the year-end verdict of Gurney Evans, minister of mines and natural resources. The government continued its northern road development program and resources investigations.

The prospects for 1959, in the ministerial view, are fully as good as 1958 and some sections of natural resource development will be better.

The value of forest products dropped in 1958 to $21.5 million from the record $26.7 million in 1957.

Pulpwood production was down 20% but the production of other wood products held up well despite generally weaker markets.

The mining picture, despite a continued decline in base metal markets, seems brighter for the future.

Substantial progress was made in the opening up of three new base metal mines.

At the **International Nickel** mine at Thompson commercial production is expected in 1960 and will reach 75 million lb. of nickel annually.

Work on the townsite was continued during the summer and the first families moved in during the fall.

The development schedule was maintained as work on the minesite, shaft sinking and underground development continued.

Hudson Bay Mining and Smelting Co. completed shaft sinking on two copper-zinc orebodies, both within a few miles of Snow Lake.

These new base metal mines will assure the continued existence of the town of Snow Lake.

Many of the men who worked in the **Britannia Mining and Smelting Co.** gold mine, which ceased operation this summer, are now working for H.B.M.&S. Co.

Prospecting activity is centred about the Moak-Thompson area and the Snow Lake-Flin Flon district.

Mineral production was down slightly in value to $56.1 million.

Metallic production value was down to $26.6 million from $33.7 million in 1957, partly due to the reduction in copper and zinc prices.

The value of crude oil production was also down, to an estimated $14.4 million from the previous year's $15.2 million.

Manitoba producers, however, were not hit by a cutback, as were producers in Alberta.

Records were set in fur production.

More beaver were taken during the year than in any season since 1870.

The record number, 30,000, was the result of sound fur management since the years when the beaver stock in Manitoba became dangerously low.

The 37,854 wild mink trapped during the year also set a record, this one dating back to 1825.

The record crop of wild mink added more than $700,000 to trappers' incomes for the year.

The value of the beaver and wild mink combined made up 58% of the wild fur valuation for the year which was $1.6 million.

The fur farm industry of Manitoba again produced a high yield, almost exclusively mink.

The value of fur produced on farms reached $4.7 million, slightly higher than last year.

Commercial fishing operations showed a slight gain.

About 5,600 fishermen produced more than 31 million lb. of fish value at nearly $6.2 million.

Last year's fish production value was $5.4 million.

Several new processing plants were established.

Below-normal flows on the Winnipeg River resulted in a decrease of hydro power output for the year.

The total hydro-electric power production will be about 3,100 million kilowatt hours compared with 3,374 million for 1957, a decrease of about 8%.

(Use of thermal power and hydro interconnection boosts the total supply of electricity above 1957).

Economic highlight of the year was the release of a study conducted by the research firm of **Arthur D. Little, Inc.,** of Massachusetts, on the economic possibilities of northern Manitoba.

Recommendations include: development of hydro power, transportation, townsite development, mineral exploration and mapping.

The program would require several hundred million dollars.

The report names the vast hydro-electric potential as a major resource that could transform the economy of the northland.

It deals as well with secondary industries, fishing, trapping, tourism and agriculture.

Plans are already in progress for the implementation of some of these suggestions.

One of the proposals in the report was the expansion of the Kelsey generating station.

A $5 million expansion program is being planned.

Plans call for the addition of a 42,000 hp generating unit, the fifth, together with rock excavation for a sixth unit.

This will make it the largest generating station in the province.

The first five units alone will have a generating capacity of 210,000 hp.

The 200,000 hp plant at Seven Sisters on the Winnipeg River is currently the largest in the province.

The expansion will provide power for important mineralized regions in the north and could prove helpful in stimulating establishment of a pulp and paper industry in the area.

In other fields progress continued.

Manufacturing production is estimated at $666.6 million in 1958. Salaries and wages totaled $138.3 million to the 41,600 employees.

Investment in new and used manufacturing facilities is estimated at $50.1 million for 1958, an increase of 15.2% over the previous year. Largest investment: the food and beverages industry, $6.6 million.

New products now manufactured in the province: men's wear, plastic pipe, eviscerated poultry, quilted products, water conditioning equipment, spectacle frames.

An important development was the establishment during the October session of the legislature of a loan fund to encourage the setting up of industries. The fund is designed to provide capital that is not available elsewhere and will not be competing with ordinary sources of capital.

It provides for long-term and medium-term fixed capital and working capital for new and existing industries and financial support to assist community development corporations in acquiring land and installing services for manufacturing and processing industries.

This agency, known as the Manitoba Development Fund, is expected to lead to an increased rate of growth of small- and medium-sized enterprises.

The construction industry, always a good indicator of economic activity, was well above the 1957 level.

Total 1958 value is estimated at $345.3 million, an increase of $11.1 million.

Building construction represented the largest part, 53.8%, valued at $185.6 million.

Retail sales during the first nine months showed a gain of 3.4% over last year.

The changes in sales range from a 4% decline in motor vehicles to a gain of 11% in lumber and building materials.

Substantial increases were evident in the retail sales of furniture and appliance stores with an increase of 12.2%, variety stores with an 8.3% increase and family clothing stores with an increase of 6.9%.

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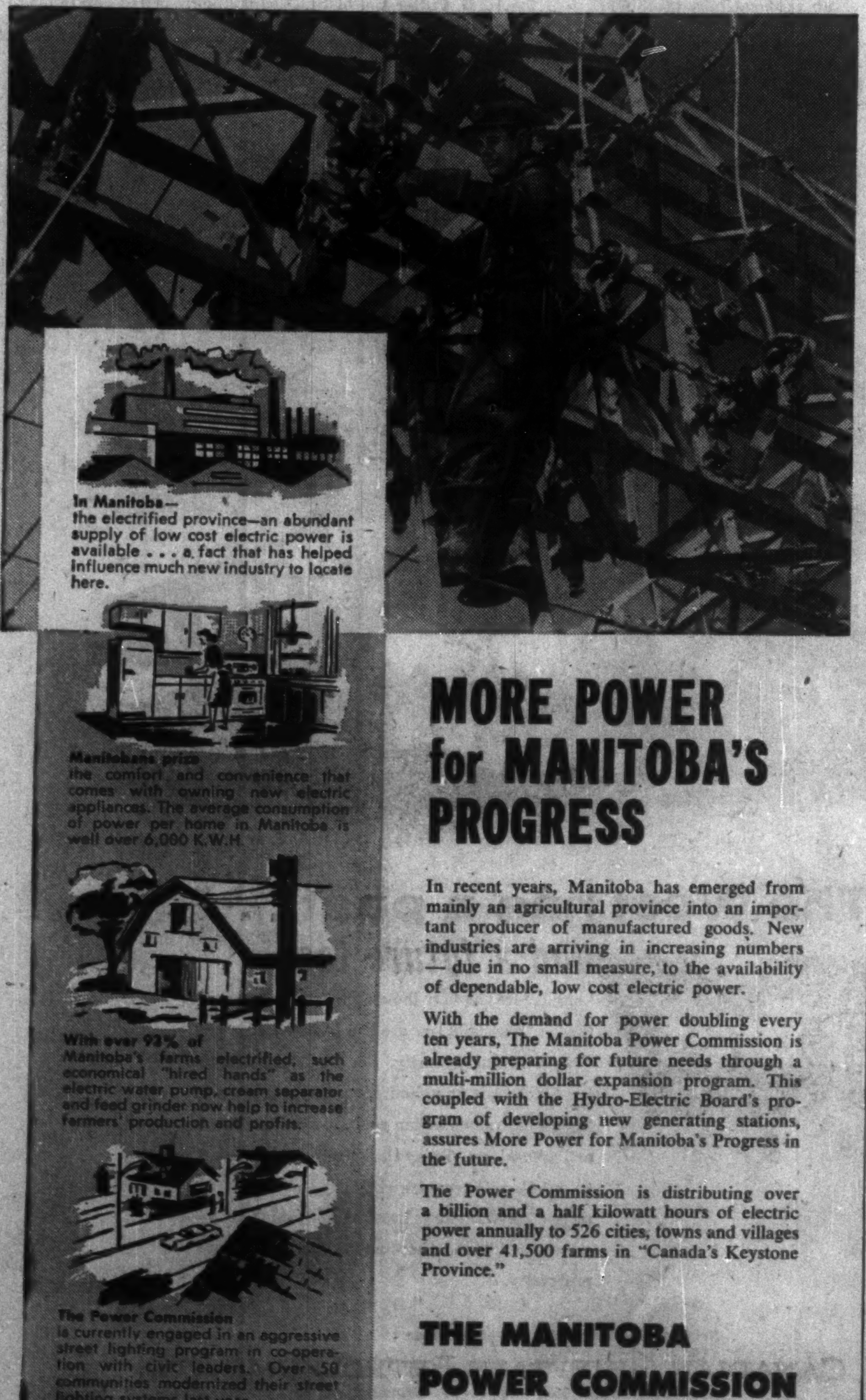

In Manitoba—
the electrified province—an abundant supply of low cost electric power is available . . . a fact that has helped influence much new industry to locate here.

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With over 93% of
Manitoba's farms electrified, such economical "hired hands" as the electric water pump, cream separator and feed grinder now help to increase farmers' production and profits.

The Power Commission
is currently engaged in an aggressive street lighting program in co-operation with civic leaders. Over 50 communities modernized their street lighting systems last year.

MORE POWER
for MANITOBA'S
PROGRESS

In recent years, Manitoba has emerged from mainly an agricultural province into an important producer of manufactured goods. New industries are arriving in increasing numbers — due in no small measure, to the availability of dependable, low cost electric power.

With the demand for power doubling every ten years, The Manitoba Power Commission is already preparing for future needs through a multi-million dollar expansion program. This coupled with the Hydro-Electric Board's program of developing new generating stations, assures More Power for Manitoba's Progress in the future.

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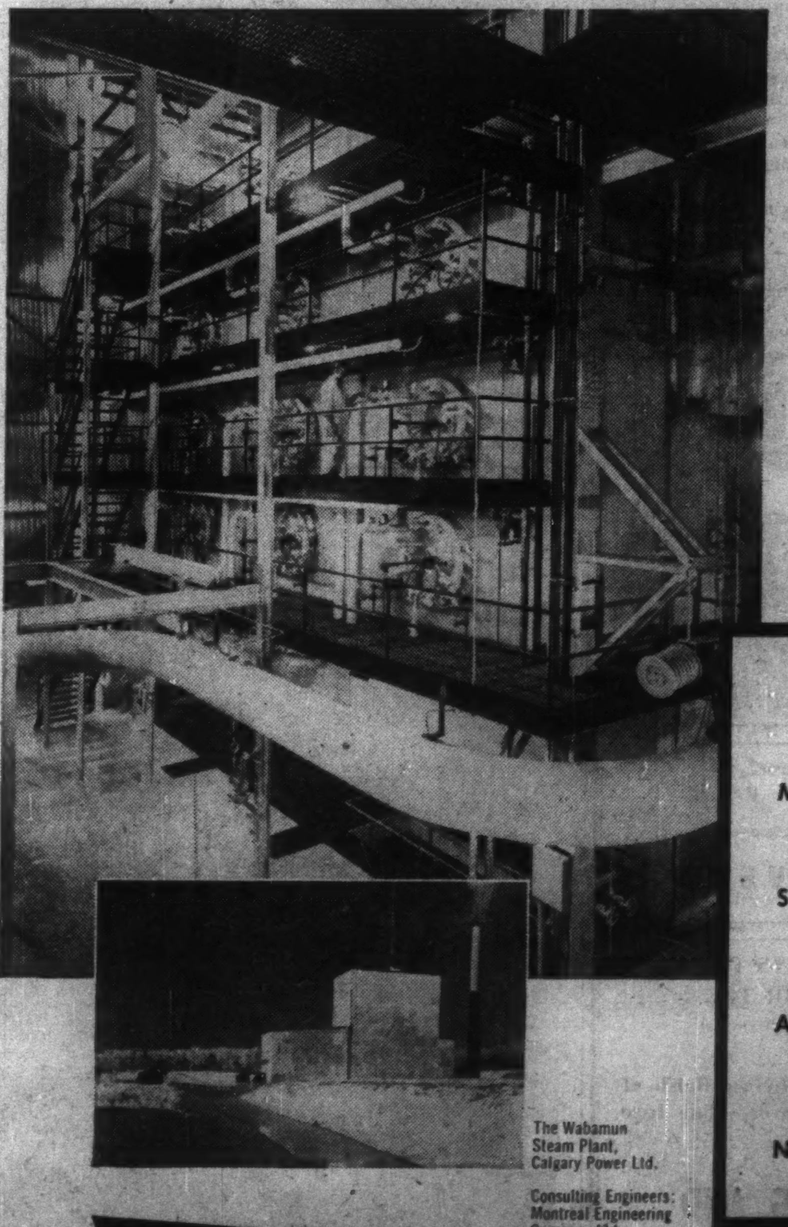

The Wabamun Steam Plant, Calgary Power Ltd.

Consulting Engineers: Montreal Engineering Company Ltd.

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The Financial Post

Vol. LIII Publication Office: Toronto, April 18, 1959 No. 16

ELK IN THE WILD. A typical case in Regina's fine Natural History Museum. Stuffed animals are displayed in their natural surroundings. Building also has a theatre where educational films are shown.

Tourism

Shares Wealth of U.S. Midwest

Tourism is becoming a major industry of the Prairies.

Cool nights in summer, long days and wonderful hunting and fishing all exert a powerful attraction on the central and midwestern U. S., as far south as Missouri.

Manitoba drew a record number of visitors in 1958 — 1,162,942, almost 100,000 more than in 1957.

Tourists spent an estimated $33 million for goods and services, an increase of more than $2 million and the highest figure in the province's history.

The volume of tourist trade is closely related to trends in the U. S. and particularly in North Dakota, South Dakota, Minnesota, Iowa, Wisconsin and Kansas.

These trends in recent years have been strongly in favor of greater tourist traffic in Manitoba.

Among the most significant:

- **High and rising incomes.**
- **The allocation of more consumer dollars** for vacation and travel.
- **The increase in the number** of privately owned automobiles.
- **The acquisition of boats and motors,** and camping equipment by more families.
- **The growing participation in outdoor activities** both by sportsmen and family groups.
- **The close proximity of a receptive class of prospects** for traveling and holidaying in Manitoba.

The current period of economic adjustment in capital investment, industrial activity and consumer durable purchases, finds little reflection in Manitoba's 1958 tourist trade.

The disposable income available in the U. S. for travel and vacations has increased more than most commodity prices and service charges.

One authority estimates that vacation budgets for the average U. S. family are up 65% to 75% over a decade ago.

More things than money influence the travel trend.

Time, itself, is a big factor.

Paid vacations for hourly workers in North and South Dakota, Minnesota, Iowa, Michigan, Illinois, Wisconsin and Nebraska, have more than doubled since 1939.

Today, well over 95% of hourly workers have vacations with pay.

Four times as many companies now allow three weeks' vacation with pay as did 10 years ago.

In both Canada and the U. S. the five-day week has become the standard pattern throughout business and industry.

There were 480,245 Canadian tourists from other provinces, traveling and holidaying in Manitoba in 1958, an increase of 25,293 over 1957.

The continuing high level of the Canadian economy, though modified in recent months, has been a major contributing factor to this trend.

The extension of the paved sections of the Trans-Canada Highway has increased the flow of Canadian tourists to Manitoba.

Retail outlets in all areas of the province were the chief beneficiaries of the tourist trade in 1958. Total tourist purchases in such outlets was estimated at $9.5 million.

Other beneficiaries:

▶ **Accommodation,** hotels, motels, hunting lodges, camp grounds and trailer parks — $7.6 million.

▶ **Restaurants,** dining rooms and snack bars, $7.6 million.

▶ **Service stations** and garages, gas, oil, parts and services, $5 million.

▶ **Recreational** and entertainment facilities, $2.2 million.

▶ **Miscellaneous,** unclassified purchases, $1.8 million.

Motel operators, generally, reported a good year.

The cool, wet weather of early summer was a restraining factor to tourist travel.

In some parts of the province, notably in the north, relatively poor fishing cut down the number of tourists, and also reduced the length of the occupancy period of some guests.

Exaggerated reports of the fire hazard in the Whiteshell Forest Reserve in early summer were responsible for a decline in the number of tourists during that period.

Motels and hotels in urban centres also reported good tourist occupancy.

The early, heavy snowfall prevented hunters from going after big game and upland game birds. As a consequence, motels, hunting and fishing lodges in rural areas lost a good deal of business.

Well over $3 million of private capital was invested in new tourist facilities in Manitoba this year. Only Ontario and British Columbia exceeded this total.

This outlay represents, by a wide margin, the largest investment in tourist accommodation facilities in one year in the history of the province.

In all, 33 new operations were built or were under construction in 1958.

There were 21 new motels, eight tourist camps and four trailer parks. Over 90% of these were open for business during 1958.

Seven of the new motels are in the Greater Winnipeg area.

Fourteen others are in widely separated areas from as far south as Morris, Morden and Boissevain, to Swan River and The Pas in the north.

A decade ago there were 81 licensed tourist accommodation facilities in the province. Among these were 62 tourist camps, 16 hunting and fishing lodges, and three motels.

The major expansion has been in the number of motels — from three to 86 in 10 years.

An extensive program of camp and picnic site development was undertaken by several government departments and 20 new sites were constructed in various areas of the province. In addition, some extensive improvements were initiated at other places.

These developments, and others already planned, have been made with a view to meeting the major family vacation trend to "camping out."

The establishment of well-equipped camping sites, both public and private, in all vacation areas of the province, will do much to encourage both Manitobans and visitors to enjoy these vacation facilities.

Prairies Organize for Fight To Share Lakehead Markets

Few economic free-for-alls are going to be more exciting than the battle now boiling up between Lakehead and Duluth for the huge market to be expected when the Seaway gathers momentum.

Lakehead intends to fight with pepped-up port facilities, better roads and widespread promotion (**FP**, Feb. 21). But Duluth will not forego easily the prospect of becoming a "Chicago of the North."

An important step in preserving Canadian interests was taken at the end of January when the three prairie provinces and northwest Ontario formed a Port Association to further their interests in the Seaway.

The Canadian - Lakehead Port Association was formed at a conference Jan. 31 in Winnipeg, representing Alberta, Saskatchewan, Manitoba, Fort William and Port Arthur, the Ontario cabinet and the federal government.

The meeting set up a secretariat with an office in Winnipeg using the facilities of the Manitoba Transportation Commission offices.

Each of the prairie provinces, plus Ontario and each Lakehead city will have an official representative in the association.

The representatives will have no authority to act, however, without prior approval from the whole group.

Gordon E. Taylor, minister of highways for Alberta, said the association did not want special consideration but it did want to ensure that no inequalities existed that would be detrimental to the West and to the Lakehead.

The newly formed secretariat will act as a clearing house for information concerning the Seaway and its utilization. It will also be an agency for the calling of meetings and it will co-ordinate studies that are necessary from time to time.

COCKTAIL LOUNGES are a new development in all the Prairie Provinces. This one is in Winnipeg's Fort Garry Hotel.

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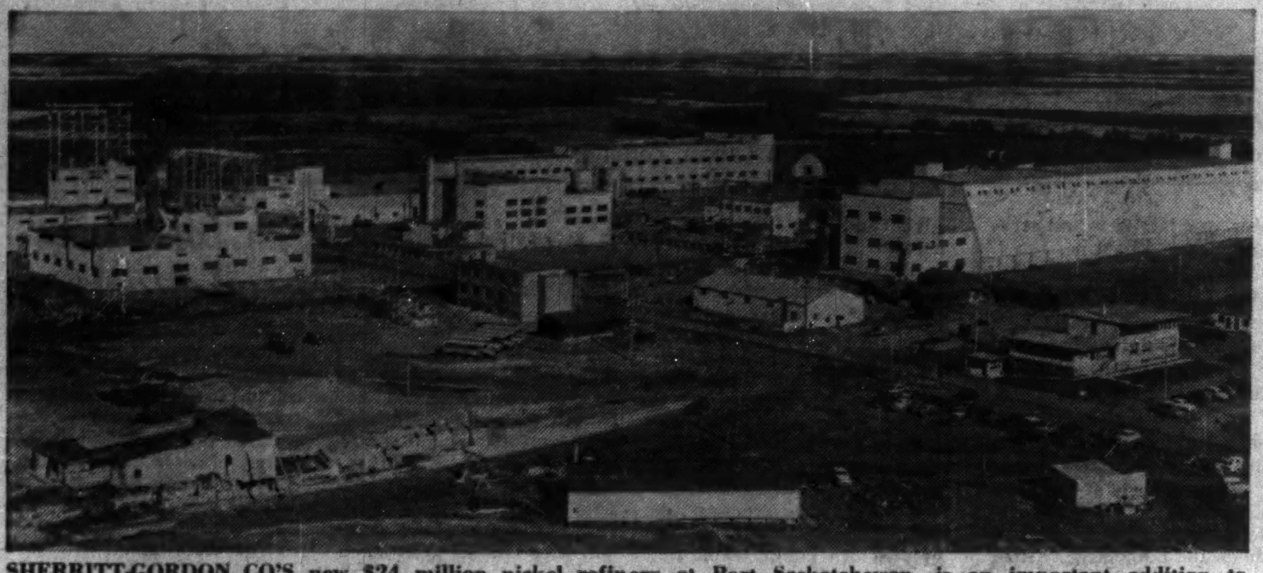

SHERRITT-GORDON CO'S new $24 million nickel refinery at Port Saskatchewan, is an important addition to Alberta industry.

Hospital Plan

Out-patients Service Extended

Manitoba has increased the services to out-patients under its hospital plan in a double-barrelled move to widen the coverage and to preserve bed-space in hospitals for acute cases.

Dr. George Johnson, health minister, recently announced that in addition to the current emergency services the plan also includes "minor surgical procedures."

These give out-patients many of the benefits now provided for people in hospital beds.

The first list of "minor surgical procedures" includes: repair of wounds; application and removal of casts; surgical dressings requiring special aseptic technique; treatment of severe nosebleed; reduction of dislocations; removal of small tumours or masses — most warts, sebaceous cysts, etc.; removal of foreign bodies from eye, ear or other accessible cavities; biopsy; ligation varicose veins and haemorrhoids; surgery for ingrown toenails; tendon suture; circumcision; aspiration (removal of fluid) or incision of superficial abscesses — boils, carbuncles, etc.; paracentesis (a puncture to take off fluid) of the thorax or abdomen; aspiration and/or injection of joints, bursae, cysts; aspiration of hydrocele (testes); endoscopy (internal examination by lighted tube) of lungs, oesophagus, stomach, bladder and bowel; dilation of strictures of urethra and of oesophagus; catheterization; transfusion; lumbar punctures.

Others will be added from time to time as experience indicates this is desirable.

Because of restricted services for out-patients in the past, there have been cases where people that could have been treated on an out-patient basis occupied hospital beds to get coverage under the plan.

As well, many people have been paying for out-patient services that now will be covered.

The new out-patient regulations will also provide for electro-shock therapy.

Some people with minor mental disorders have been receiving such therapy once or twice a week on an out-patient basis, but until now this has not been covered by the plan as an out-patient service.

Services provided out-patients in connection with minor surgical procedures include:

- **Use of an operating room** and anaesthetic facilities, including necessary equipment and supplies.
- **Routine surgical supplies.**
- **Necessary nursing services.**
- **Drugs, biologicals and related preparations** when administered in hospital.
- **Meals such as are supplied standard ward patients.**
- **Laboratory, radiological and other diagnostic procedures,** together with the necessary interpretations for the purpose of assisting in emergency diagnosis and treatment.

The hospital plan for either in-patients or out-patients does not include doctor's fees. It covers only those facilities and services provided by hospitals.

Before the out-patient program was widened, the coverage allowed produced some anomalies.

If, for example, an accident victim needed a cast for a broken wrist, the treatment would be paid for by the plan if he came in within 24 hours.

But when the time came to have the cast removed, he had to pay for it himself.

New Emco Office

One of the first large developments, to be announced this year, is the new branch office and warehouse to be buil in **St. James, Man., by Emco Ltd.,** an important Canadian manufacturer and distributor of all types of pipes, valves, fittings and allied products.

The new building will be erected on the northeast corner of Madison Street and Wellington Avenue, on which site an Emco Ltd. pipe storage shed is presently located. When completed in early June, the new structure will replace existing facilities at 831 Portage Avenue.

Warehouse space in the new building will amount to approximately 33,000 ss. ft. while the combined office and showroom area will total 7,000 sq. ft.

The new structure, in its entirely will be approximately 25% larger than the present facilities.

Utility, however, will be vastly improved; the latest-type materials handling equipment, including fork lift trucks, movable bins and shelving and a mono-rail overhead crane, will all be used in the high-ceilinged warehouse, with a much higher degree of operating efficiency being the result.

Designed and planned by Winnipeg architects, Waisman-Ross and Associates, the single-story Emco building will feature an office area principally of glass and brick construction while the warehouse will be of Butler-type steel fabrication.

Interior daytime lighting will be achieved through the use of corrugated plastic strips in the roof.

Included in the $350,000 cost are improvements to be carried out on the St. James site, in conjunction with the new construction.

The 6,000-sq.-ft. pipe-storage shed on the property, now entirely open on the south side, will be enclosed to within eight feet of ground level.

The wide ground area between the new office and warehouse and the pipe-storage shed will be asphalt-surfaced to provide the loading and parking yard.

Emco Limited's service field encompasses every phase of the plumbing and heating industry — commercial, industrial and domestic.

All kinds of specialized industrial applications include every manufacturing operation which involves in any way the transport of liquids or vapors.

In this respect, prime users of Emco products are the mines, paper mills and the oil marketing companies.

Emco Wheaton oil specialty equipment is widely renowned in the petroleum industry.

In Manitoba, Emco branch operations are managed by Ralph S. MacLean, who directs a staff of 45, in serving northwest Ontario and southern Saskatchewan in addition to Manitoba.

A sub-branch in Saskatoon also comes under Mr. MacLean's jurisdiction.

The Manitoba branch, which is approaching its fiftieth anniversary, is one link in the Emco chain of 20 Canadian plants and warehouses, which stretches across the nation.

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Midwest Builds 'A First'

To Midwest Diamond Drilling Ltd. goes the honor of being the first to open a permanent industrial building in Thompson, Manitoba's newest northern centre and townsite for the multi-million dollar International Nickel Mining Development.

It is of course more than fitting that this "first" should go to Midwest, one of the leading Canadian diamond drilling companies and a company closely connected with the Inco development.

The building, which covers 7,525 sq. ft. and cost $80,000 to erect, stands alone in an area separated from the townsite and reserved specifically for industrial developments. Its actual location is designated as the corner of Station Rd. and Nelson Ave. The new brick and steel structure will be used as a warehouse, general office and service building and will serve as headquarters for 150 men.

Midwest Diamond Drilling Ltd. has been in business since 1935, when it was started by the late R. M. McIsaac. **At that time, there was one drilling rig and two employees operating out of Flin Flon.** Today, with its number of employees now totaling over 600 upon occasion, the company must be classed as one of the largest of its kind in Canada.

In its years of operation, Midwest has worked in many important mining centres, including Flin Flon, Lynn Lake and Thompson in Manitoba, Uranium City and Lac la Ronge in Saskatchewan, Manitouwadge in Ontario, as well as areas in Quebec.

Small jobs as well as big ones are tackled by this company, which has the men, machines and know-how to cope with every kind of problem whether it be overburden, perma-frost or muskeg.

Recession Slows Power Increase

It's a proud boast of **Manitoba Hydro - Electric Power Board** engineers that no application for a rise in the price of domestic electricity has been made since 1911.

For all power consumed after the first 50 kwh. the rate is only 1c, in spite of the low density of population in many areas and the need for long, costly and wasteful transmission and distribution lines.

From a consumption point of view, 1958 figures plainly reflected the recession in industry.

Firm sales from generating stations in the southern areas of the province increased just over 4.5% during 1957-58, compared with an increase of 6% in the previous year, and with one of 16.5% for 1958 in Saskatchewan.

The annual report of the board points out the increase is even smaller—2.9% compared with 5.7% in 1956-57—when firm sales to Ontario customers are eliminated.

Normally, the board's plans are based on a 7% increase.

In spite of this and to meet local and long-term general increases in demand a number of generating units were added.

The first unit at Brandon was officially opened at the end of December, 1957 and the second started up in February, 1958.

Between them they increased capacity by 66,000 kw., bringing the board's total to 480,000 kw.

By the end of the fiscal year total hydro-electric and thermal capacity of the Interconnected Southern Utilities was 665,000 kw., all of which was interconnected further with a system comprising 400,000 kw. in Northwestern Ontario.

Decline in rate of consumption growth was responsible for putting back the schedule of construction for the Selkirk thermal station, started in 1957 and originally intended to meet 1959-60 load increases.

The revised schedule provides for the first two units of this station to be completed by the summer of 1960.

Construction of the Kelsey hydro-electric station on the Nelson River in Northern Manitoba continued close on schedule.

Primary purpose of this station is to supply electrical energy to the mining and metallurgical works of **International Nickle Co.** at Thompson, 60 miles west.

Of importance to Manitoba was the completion by **Ontario Hydro-Electric Power Commission** of construction work to divert water from Lake St. Joseph into the Winnipeg River watershed.

Under this diversion, water may be channeled from Lake St. Joseph into the Root River, Lac Seul and the English River to the Winnipeg River, where it will be used by generating stations in Manitoba.

Half of the additional energy made available in Manitoba from this diverted water will be used within the province and the other half will be exported to Ontario.

Preliminary discussions have also been held with representatives of **Saskatchewan Power Corp.** on the subject of an interconnection between the electric utility systems of the two provinces.

Detailed engineering studies of various aspects of such an interconnection have now begun.

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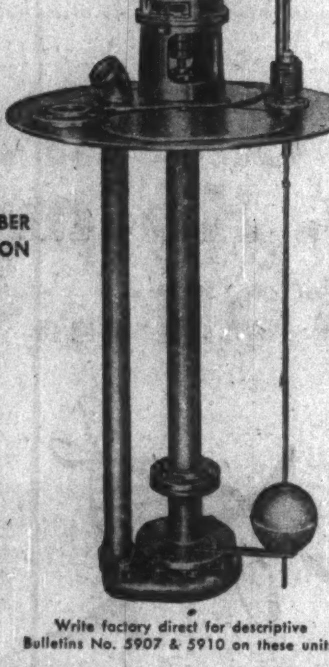

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POTASH

. . . a new industry is born in Saskatchewan

The first commercial production of Potash in Canada is under way at the nation's first potash mine, located near Saskatoon.

Buried for aeons of time under the wheatlands of central Saskatchewan, a valuable new industrial mineral has been brought into production to swell the flow of resource wealth from the province's mines and oil fields.

Saskatchewan's Industrial Development Office works with and for industry. The specialized services of IDO are available to established manufacturers and sponsors of new industries. An invaluable aid to industry is the financial help offered through the Government's Industrial Development Fund.

The potash needs of the Canadian economy will have first call on the potash produced at the multi-million dollar plant of Potash Company of America. In months to come, Saskatchewan potash will go out from this plant to markets in the U.S. and abroad. Near Esterhazy, in east-central Saskatchewan, a second potash company is proceeding with the work of sinking a mining shaft. A score of other companies are doing exploratory work in the province's 340-mile long potash belt.

Resource development is making a major contribution to Saskatchewan's expanding industrial economy. In 1958, mines and oil fields delivered a mineral production valued at more than $200,000,000. This production makes Saskatchewan the fourth largest producer of minerals among the provinces. Now the mining and refining of potash will add new millions to the value of Saskatchewan's mineral output. Resource development stimulated the growth of secondary industry and the value of manufacturing production in Saskatchewan has almost doubled since the war. This climate of expansion creates new industrial opportunities.

SASKATCHEWAN
Industrial Development Office

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SEVEN SISTERS dam and power plant on the Winnipeg River.

Brandon
Plans To Woo Industry

One of the fastest-growing and most ambitious communities in Western Canada is the industrial community of Brandon which has changed from a small trading post into a city of 25,000 people in the space of 75 years.

Between 1951 and 1956 its population grew by 19% and the number of employees engaged in manufacturing and processing activities by 35%.

The gross value of goods that they produced climbed even more spectacularly — by 132%.

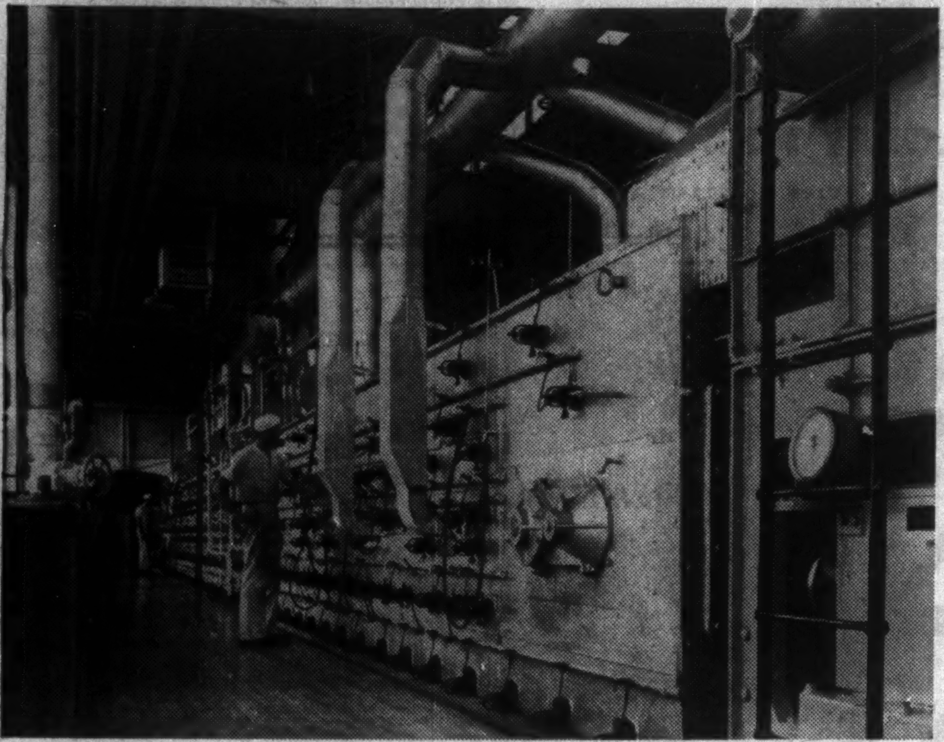
Brandon is pretty pleased with that record, and to ensure that the rate of growth should not fall off, it recently employed a professional U. S. team of consultants, the Midwest Research Institute, to carry out a detailed independent report on its industrial potential.

At the request of the city, the report, when it was rendered last April, came in two parts.

One was public and laudatory although perfectly accurate and was intended to do a good spiel on the city for the benefit of industrialists who might be interested in setting up plant there.

The second was a confidential report setting out a list of 10 distinct avenues along which the team judged that improvements could usefully be made.

Brandon Chamber of Commerce took this confidential report and allotted each phase of it to a separate committee or individual for study.



CHRISTIE BISCUIT CO. factory in Winnipeg boasts fine up-to-date equipment.

They did not take long on the job and within six months took action on all of them except that which recommended the appointment of a city manager.

This, the city council are all against.

Views on the advantages of getting such reports from outside consultants have been mixed so far as the people of Brandon are concerned.

It's openly admitted by supporters of the idea that this one did not tell them anything they did not already know.

What it did do, however, was to set out an authoritative program on which action could be taken. This has been a good thing.

One thing that is emphasized by the Chamber is that the confidential report, which naturally gained far more publicity than the public one, was not a list of things that were "wrong" with the city.

It was, on the contrary, constructive.

It's worth studying some of these "confidential" findings because they undoubtedly apply to many other similar communities and they would do well to see whether the recommendations could not usefully be followed by them too.

Here are some of them:

- **"The city needs to compete more aggressively for new industry."** Brandon's industrial Development Committee accepted that statement and there is now a growing awareness throughout the city that a great deal more can be done than was done in the past.
- **"Community facilities have lagged."** It's true that Brandon's recent growth has seriously taxed the city's ability to provide the necessary facilities for further development of various residential, commercial and industrial areas. Large portions of residential streets remain unpaved. Sanitary sewerage is lacking in many parts of the city.
- **"Brandon should have a comprehensive master plan** to establish land use and zoning regulations for industrial and commercial areas. City boundaries should be increased." First part of this has already been met since the report was issued with a comprehensive plan and brief. The city is striving to remedy the second criticism which was already well recognized.
- **"The city's industrial sites have not been adequately developed."** Also recommended here was that "prices of sites available for industrial development should be fixed before negotiations with prospects begin." This has now been done, and efforts are being made to develop more adequately.
- **"The city needs to expand the range of its vocational courses"** and should include "an adult education program at college level to include such subjects as marketing, accounting, general business management, etc."

This is because a well-trained, highly skilled labor force enhances the locational attractiveness of a new community and industry.

- **"The city should establish a local development fund** to offer venture capital to new businesses." (This has been taken care of by the provincial government's recent action in setting up a "Business Development Corporation.")
- **Action should be taken to achieve a modification of railway freight rates.** This is, of course, a subject of strife between provincial and federal governments and fundamentally affects life and industry in the Prairies.
- **"Brandon's facilities for attracting tourists are not sufficiently developed."** This criticism could be equally well leveled at most of the prairie communities that aim at making a sizeable income out of tourists from south of the border. Many have left centres in the past on discovering that there was not a single cocktail lounge in the community. This is something that all the prairie provinces have belatedly acknowledged. Saskatchewan, in its current legislative session, was the last to introduce legislation to legalize such amenities.
- **"The city badly needs recreational facilities** if it is to strengthen its attraction for visitors."

The last, already referred to and least likely to be accepted in Brandon, was for **"the creation of a full-time chief executive for city government."**

One way in which Brandon is "killing two birds with one stone," that is to say, raising money for new developments while at the same time giving a maximum number of people in the community a feeling of individual participation in its growth, is by launching 25,000 $10 shares.

The launching of this campaign started at the end of March.

No member of the community may hold more than 200 shares and the hope is that as large a number of people as possible in the area will be persuaded to take small numbers — even single — shares.

Brandon's Industrial Commissioner Vanberg told **FP**: "This will give them all, top executives and helpers at the local gas stations alike, a common interest in attracting people to their city. Everyone who takes a share will own a stake in the community."

Indications are that the shares are being taken up enthusiastically.

With money from this source and from the Manitoba Development Fund, there will be at least $500,000 extra cash to help local industries to expand and to assist outside firms locating in the city.

New Edmonton Shopping Plaza $7 Million Boost

A $7-million shopping plaza in Edmonton will soon give the city the largest retail outlet in the province.

Known as the Bonnie Doon centre, it is the second such project in Alberta of the Toronto firm, **Principal Investments Ltd.**

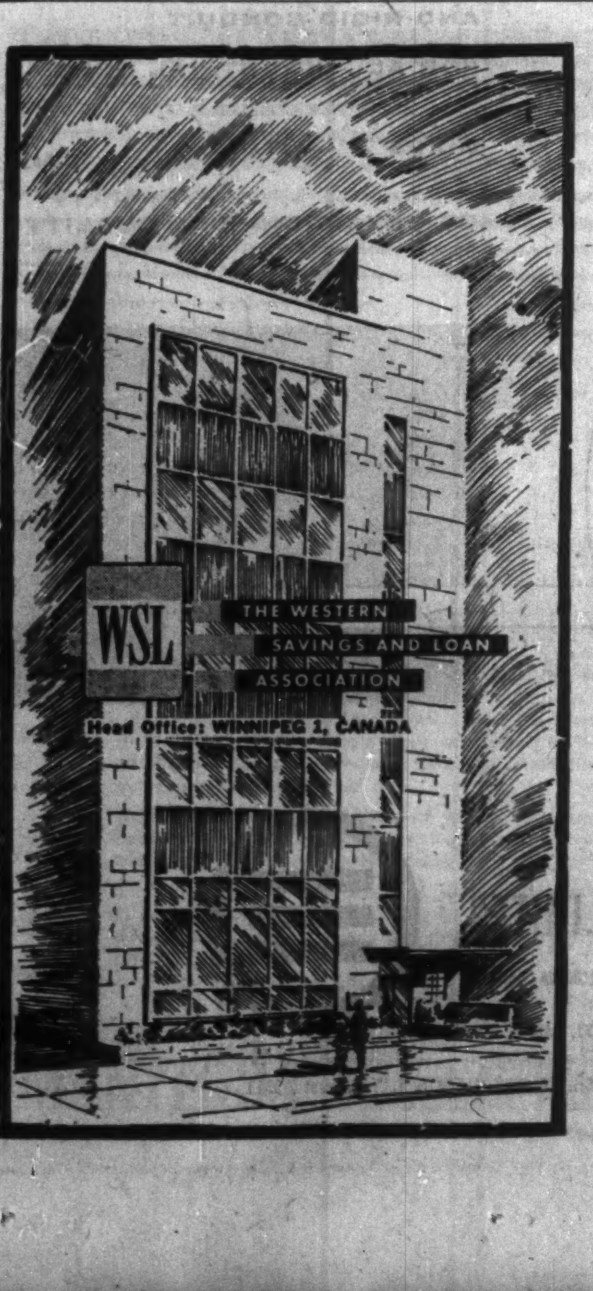
Five million dollars is going into buildings and the rest into land, fixtures and special installations by tenants.

When it is fully occupied and in operation it will house 50 retail stores, a 40-lane bowling alley and 20 offices on the second floor.

A wide range of floor space is required by the tenants in the 275,000-sq.-ft. centre.

Smallest is 750-sq.-ft. unit while the largest is **Loblaw's Groceteria,** with 30,000 sq. ft. of store and warehouse space.

Most leases are based on a percentage of gross sales over a minimum levy.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THE WESTERN GRAIN FARMER CAN'T WAIT

Long range solutions to western farm problems are essential — all western farm organizations recognize this fact. For years, they have been asking for many of them.

But the grim truth of the moment is that the western grain farmer who has been through the wringer of the cost-price squeeze for four years can't wait for the longe range solutions to become effective. HE HAS TO HAVE HELP NOW!

This is why more than 1,000 western farmers recently met the federal government in Ottawa to ask for Deficiency Payments. They are faced to face with an emergency. They have been living on reserves and depreciation for nearly four years. These are now exhausted. They must have a better price for their grains to stay in business until the proposed long range solutions have a chance to become effective.

The Western Grain Farmer's Problem is NOW!

SASKATCHEWAN WHEAT POOL

More Than 100,000 Farmer Members

Head Office: Regina

MANITOBA PULP and Paper Co. has the only paper mill in the Prairie Provinces. Its annual production is worth about $20 million.

Cattle Near Sales Record

The remarkable recovery of crops in Manitoba following the early threat of serious and widespread drought and the strong demand for beef cattle highlighted the farm picture for Manitoba in 1958.

Errick Willis, Minister of Agriculture, said that what first appeared to be a major crop failure turned out to be one of better-than-average yield and quality.

Some all-time high levels in yields, particularly in wheat, were established.

Beef cattle marketings reached a near record with shipments to the U. S. especially strong.

Nearly 210,000 head of cattle and calves were purchased at the St. Boniface stockyards during the year to fill U. S. orders.

This represented 30% of the total Canadian beef export market to the U. S. Cattle prices ran $5-$6 above those for 1957.

Mr. Willis expected the demand for beef cattle would be reflected in an increased acreage of land sown down to grasses and legumes for livestock breeding purposes. As well as helping conservation, this would be good farming practice in these years of overproduction of certain grain crops.

The strong demand for Canadian beef cattle is likely to continue during 1959.

Canada could be a net importer of beef in 1959 but the herds in Manitoba are being reasonably well maintained and the foundation for herd-building is available.

The good market for livestock was one of the reasons that the Manitoba farm income was substantially greater.

The greater yields and higher quality of the grain crop plus increased returns from poultry, dairying, and livestock, caused income increases.

Forty-five percent of farm income came from sources other than field crops. On some farms the feeding and finishing of cattle had become a major source of income.

Here is a breakdown of the estimated net agricultural production for 1958 compared with 1957:

	1957 $	1958 $
Field crops	105,480,000	169,200,000
Farm animals ..	54,569,000	64,000,000
Wool	115,000	128,000
Dairy products .	29,099,000	32,600,000
Garden products	8,150,000	9,000,000
Poultry products	24,807,000	28,725,000
Fur farming	3,000,000	3,800,000
Honey and wax .	869,000	812,000
Totals	226,389,000	307,065,000

Hog prices are now at, or near the floor and are likely to remain there throughout 1959.

It's important, he said, that Canadian hog producers improve the quality of their hogs.

The increase of dairy production is world-wide.

It would be unwise to think that chicken and turkey production could increase at the present rate without creating a critical marketing problem.

The trends in agriculture point to larger farms which will demand greater managerial skill and training from farmers.

There will be increased application of science to everyday problems in farming.

There will be a desire to broaden and improve production here by the introduction of special crops and through specialization.

WHEAT IS STILL the main acreage sown in Manitoba. This mill is at St. Boniface.

Comset Supplies The West

A subsidiary of **Commercial Printers Ltd.** in Edmonton, **Comset Business Forms Ltd.** is the only plant between Winnipeg and Vancouver producing multiple business forms for office and counter use.

Comset began operations in 1956, on a semi-experimental basis.

Quickly proving the market existed, and utilizing the sales and production facilities of the parent firm, Comset rapidly moved to a top production level which has since been sustained.

Alberta printing enables customer delivery two to three weeks in advance of orders filled outside the province.

Production range is sufficiently broad to meet virtually all customer wants.

Close tie-in with the conventional printing operation has enabled Comset to do some complex jobs which plants at other points were not geared to handle.

Printing is by letterpress, with plastic engravings—renewable to maintain quality impression—used instead of the original type composition.

Plastic Platemakers Ltd., another Commercial Printers subsidiary, makes these plastics on the premises.

Printing, perforating and punching are performed in one operation on the press with two printing heads which provide for simultaneous two-color printing.

An inversely mounted printing head on the press provides for back printing where this is desired.

Printed stock is automatically rewound at the delivery end of the press.

Roll stock of bond quality paper, manilas, bank safety and NCR paper is used.

The various rolls next are placed on a collating machine where carbon is interleaved between the parts.

Printed forms and carbon stock are fed through the machine simultaneously and emerge as continuous forms or snap-apart sets.

The collating machine performs unit bonding of the parts and carbon with glue.

Sheets are kept in perfect alignment with one another.

Some orders of the snap-apart variety may go back to Commercial Printers for binding into book style.

Six full-time workers are employed by Comset working in eight-hour shifts.

The overlapping of plant operations creates fuller employment in the parent company.

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- DISTRIBUTION LINES
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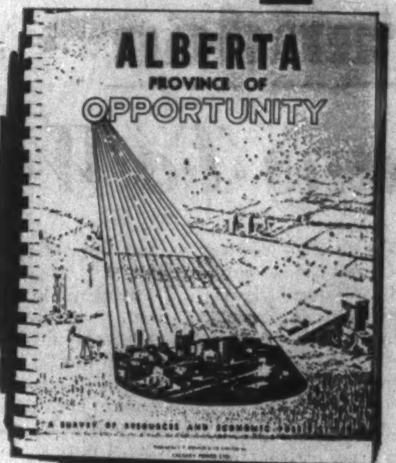
PLANNING AHEAD
BUILDING AHEAD..

Construction Industry Grows
with Alberta

During 1958, the amount spent on construction in Alberta grew to a record 250 million dollars. This large scale building program provided thousands of jobs for Alberta workers—accommodated growing industry, expanded education facilities, provided homes and offices for our people.

To carry out such an impressive undertaking required vision, planning and study by those who direct and engage in the various phases of the Construction Industry.

We offer our congratulations for a well-executed job, confident that the success pattern set in 1958 will continue in the future.



Calgary Power Ltd. invites governmental, commercial and industrial enquirers who seek specific information on Alberta, to write to: Director of Industrial Development, Calgary Power Ltd., P.O. Box 190, Calgary, Alberta, Canada.

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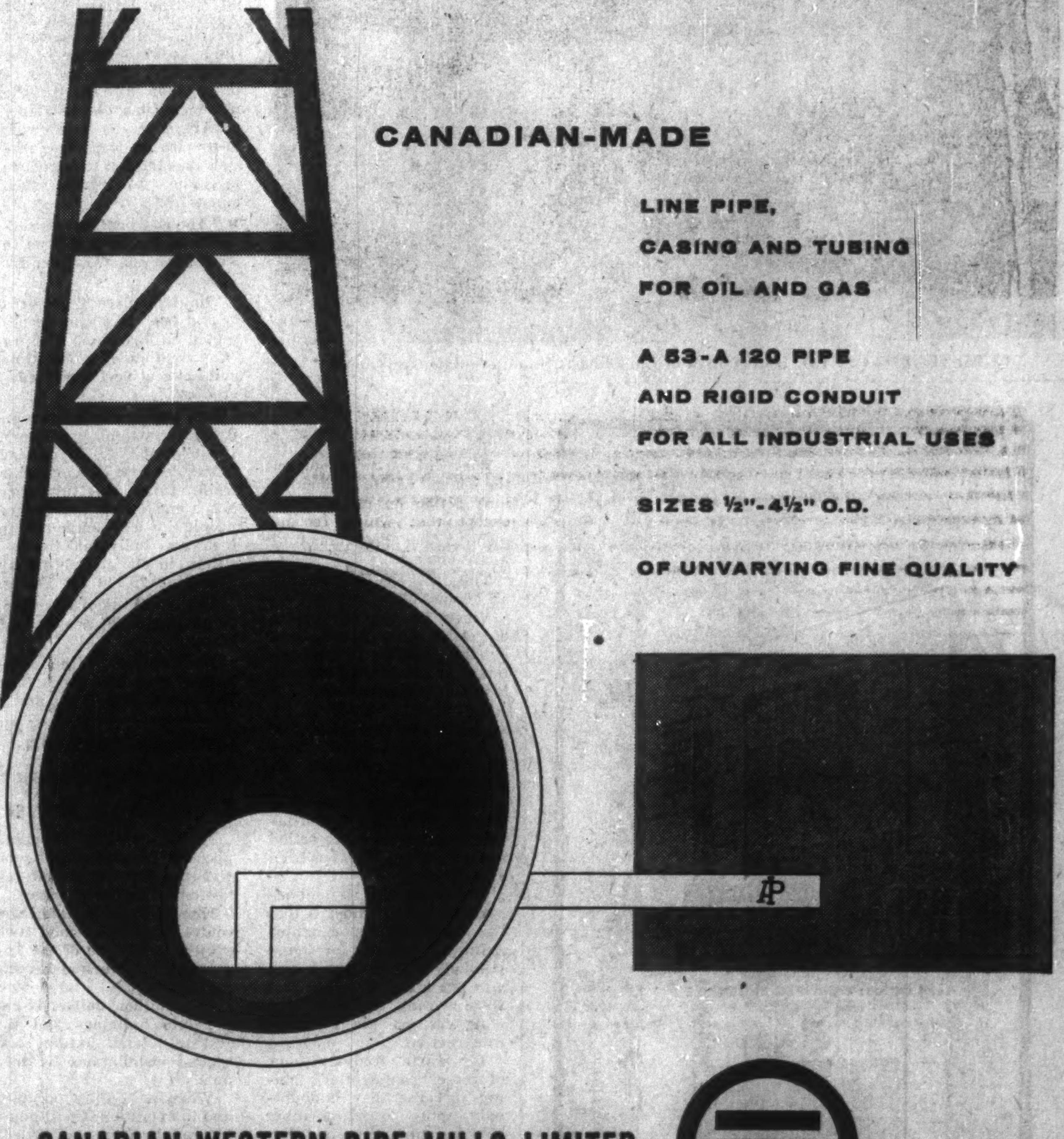

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ST. BONIFACE stockyards in Manitoba are the largest in the British Commonwealth.

Oil Recovery

Use Nuclear Explosion?

Appointment of a special nine-man technical committee which will inquire into the feasibility of using nuclear energy for oil recovery from the Athabasca tar sands of northeastern Alberta has been announced by Paul Comtois, minister of mines and technical surveys.

In its investigations, the federal committee will consider a proposal whereby a nuclear device would be detonated at a depth of about 1,200 ft. in a tar sands lease held by the **Richfield Oil Corp.,** which initiated the idea for the possible nuclear experiment.

Chairman of the new body, known as the federal technical feasibility committee, is Dr. John Convey, director of the mines branch of the department of mines and technical surveys.

Other members are:

Alex Ignatieff, chief of the fuels division in the mines branch; Dr. James M. Harrison, director of the Geological Survey of Canada; Dr. G. W. Govier, member of the Alberta Oil and Gas Conservation Board; A. F. Manyluk, chief development engineer of the Alberta board; Dr. Robert J. Uffen, professor and head of the department of geophysics at the University of Western Ontario at London.

Dr. W. A. Grummet of Atomic Energy of Canada, Ltd.; Dr. A. H. Booth, who is in charge of the radiation protective division for the Department of National Health and Welfare; and Dr. M. L. Natland of Los Angeles, Calif, director of research for the Richfield Oil Corp.

Two representatives from the U. S. Atomic Energy Commission who are associated with underground nuclear operations are being invited to serve in an advisory capacity.

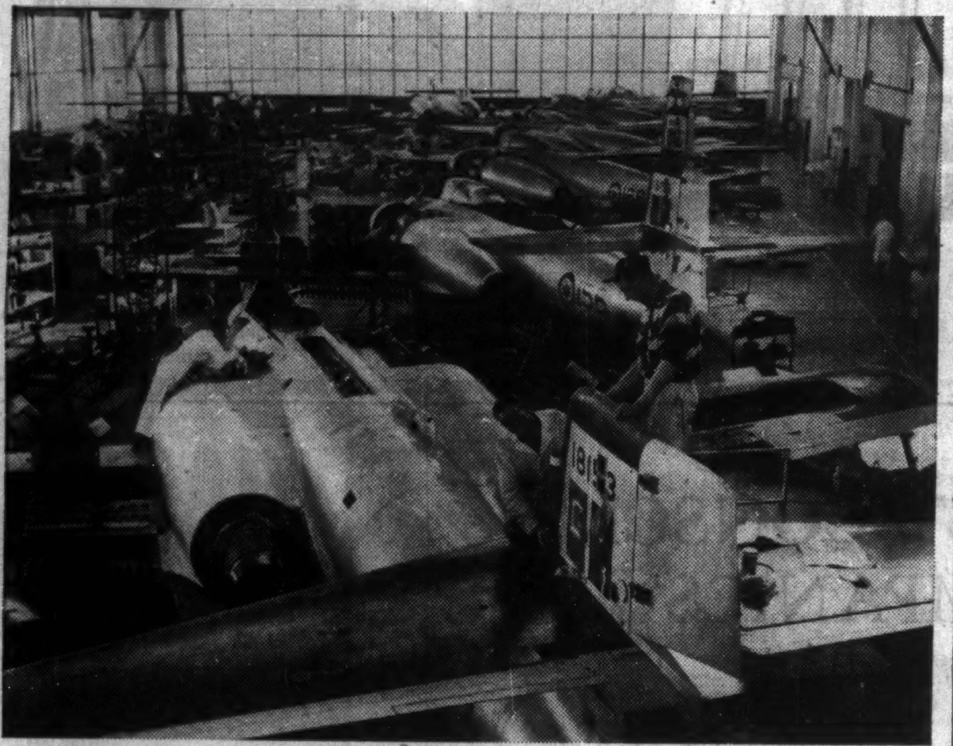
In addition, the Alberta provincial government is forming its own technical committee to safeguard the mineral rights of the province and this committee will work in conjunction with the federal body.

During the course of its work, expected to start in about two weeks, the federal committee will visit U. S. underground atomic test sites in Nevada and the radiation laboratory at Livermore, Calif.

The oil-soaked sands in northern Alberta cover an estimated 17,000 sq. mi. and contain an estimated 300 billion bbls. of oil.

However, only about two percent of the sands are exposed. The bulk of the oil reserves are covered by an overburden and cannot be readily exploited by known mining methods.

After concluding its studies, the committee will recommend to the Canadian government whether or not the use of nuclear energy is considered safe and feasible for recovering oil from the fabulous tar sands at depth.



BRISTOL AIRCRAFT Co. plant in Winnipeg handles overhauls, repair and conversion of aircraft, and manufacture of components.

MdF

CAPITAL

FOR INDUSTRIAL AND TOURIST EXPANSION

To assist in the economic growth and balanced development of the Province, the Manitoba Government has set up *an independent corporation* as a lending institution. Named the Manitoba Development Fund, it makes loans to companies established in Manitoba *as well as companies beyond its borders that plan to establish or expand their operation in the Province.*

Applications for financial assistance will be considered for new and existing manufacturing industries, tourist and recreation facilities, and community development corporations.

The Fund will also make available, through the Provincial Department of Industry and Commerce, the advice and assistance of engineers, economists, or other professional experts to evaluate the merit of the proposed project.

Further information about the Fund is available in booklet form, on request.

MANITOBA DEVELOPMENT FUND

385 St. Mary Avenue, Winnipeg 1, Manitoba

Only Plant to Supply News Ink Throughout the West

The only company making news ink between Winnipeg and Vancouver is the Canada Printing Ink Co., Edmonton.

The plant, which has an annual production capacity of 1.75 million lb. of news ink, opened in 1956.

Nine grades of newspaper ink are produced, as well as unlimited color inks for letterpress and offset printing.

Color inks are hand-mixed to customers' specifications. Bases for color inks are manufactured at the company's head office plant in Toronto.

Heaviest market concentration is in Alberta and Saskatchewan, although ink is shipped as far east as Manitoba and west to British Columbia.

Newspapers, daily and weekly, are the major consumers.

More than 250,000 gals. of Alberta oil are used annually in the firm's operations. Other raw materials — wood resin, gilsonite, and carbon blocks are imported from the U. S.

New Approach to Indians Seen in Manitoba Study

From Our Own Correspondent

WINNIPEG—New approaches must be used to solve Indian problems in Manitoba and prevent the number of unintegrated Indians and Metis from increasing indefinitely.

Seventy-five years of traditional social services have accomplished little toward improvement of their standards of living.

These are conclusions of a report by Manitoba's Social and Economic Research Office, prepared under direction of Jean H. Lagassé.

The study was authorized in 1956 by the former Campbell government, defeated at the polls last June.

The report says there are now more Indians and Metis with relatively inadequate living standards than when Manitoba became a province in 1870.

In 1934 there were, 12,958 Indians in Manitoba. In 1958 there were 22,077 an increase of 70.37% in 24 years.

The report's main themes:

- **Indians and Metis have a lower standard of living** than that acceptable to other Canadians.
- **Main effort of provincial government** should be to get Indians and Metis more employment and undertake community development projects.
- **Further progress is not likely** until Indians and Metis have access to more stable jobs and until they can benefit from experience which comes from control of their own affairs.

The report recommends that the provincial government provide vocational training facilities for those whose education is not sufficient to qualify them for apprenticeship training or the Manitoba Technical Institute.

Industry and Commerce Department should assist in increasing employment opportunities in Indian and Metis settlements by strongly promoting:

- **Development of light industries** in or near Indian and Metis settlements.
- **New markets** for local resources.
- **Expansion of business enterprises** operating in or near Indian and Metis settlements.
- **Creation of Metis and Indian business** operations where local natural resources are available.

The report says 75% or approximately 20,000 Metis and off-reserve Indians lack income to maintain an adequate living standard.

More than 85% of the reserve population haven't sufficient employment opportunities.

Most Metis and Indians are not likely to be permanently employed without outside help over a long period of time.

Causes of their economic failure are too deeply rooted in their culture to justify any hope for a quick and easy recovery.

New IGA Depot For Edmonton

Horne & Pitfield Ltd., 55-year-old Alberta wholesale grocery firm, will become a supply depot for **Independent Grocers Alliance.** A group headed by John F. Damore and Bertram Loeb, principal shareholders of **Edmonton Associated Wholesale,** an IGA depot in Edmonton, have acquired all outstanding capital stock of Horne & Pitfield. IGA will continue its expansion in Alberta, planning to open nine new markets before next fall.

OUR PREHISTORIC HERITAGE

the TYRANNOSAURUS—*largest flesh-eating dinosaur*

This 50-foot dinosaur was perhaps the most ferocious animal that ever lived. It stood 20 feet high and lived during Upper Cretaceous times, 70 million years ago. Remains have been found in Alberta, and thus it is more than likely that the Tyrannosaurus was one of the earliest inhabitants of the Canadian West.

Even in the days of Tyrannosaurus, nature had begun to prepare for Canada's present prosperity. Already under the soil of the Canadian West, millions of minute sea creatures had been buried, waiting for the weight of the centuries to revert them back to their elemental form . . . . into compounds of carbon and hydrogen . . . the elements of petroleum and natural gas.

On the crest of a new wave of natural gas development.

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$1.5 Million Bill to Clear Snow in Manitoba

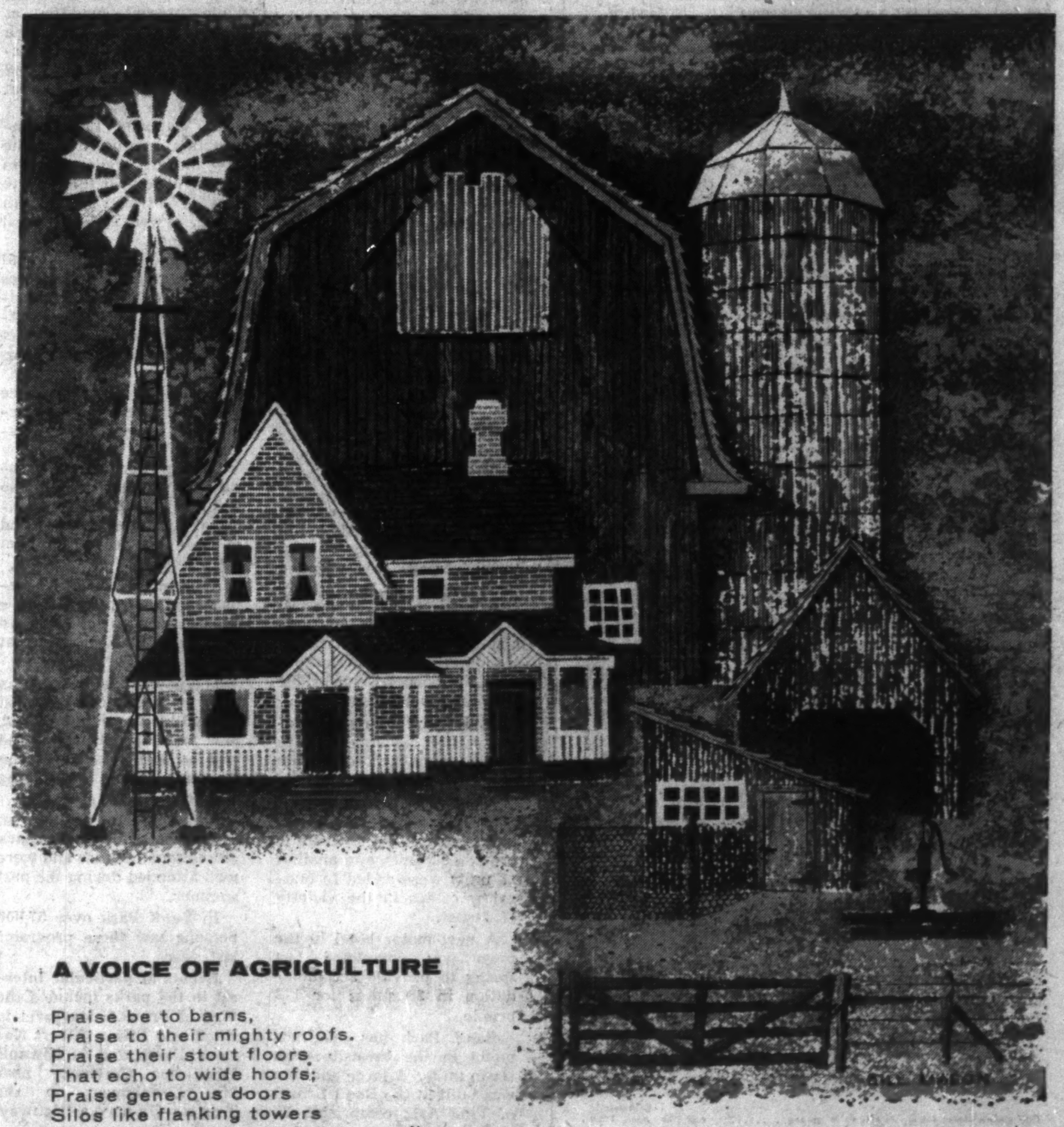
From Our Own Correspondent

WINNIPEG—The 1958-59 winter wasn't a season of heaviest snowfall but the bills to Winnipeg and the province for snow clearance were probably a record.

It cost the city $1 million to keep its streets open for traffic. Even then for long periods some were blocked and in many residential streets motorists couldn't get to their garages.

The provincial highway branch which tries to keep its trunk system open, will have a $500,000 bill this year. Normally the cost is about $200,000. In exceptional winters such as 1955-56 when snowfall was about 100 in. it cost the department $506,500.

For both city and province this year's big bills were because of a series of heavy storms starting in November and recurring at short intervals up to mid-January.



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Praise be to barns,
Praise to their mighty roofs.
Praise their stout floors
That echo to wide hoofs;
Praise generous doors
Silos like flanking towers
Cart sheds, hen roosts, corn-cribs-
Attendant powers!

Elizabeth Coatsworth

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CALGARY REGINA WINNIPEG SASKATOON EDMONTON

Manitoba Construction 1958-59

MANUFACTURING EXPANSION

Company	Investment	Completion Date
Baker & Sons, new printing plant for St. James. (est)	$ 180,000	1959
Bulman Bros., new printing plant for Fort Garry. (est.)	500,000	1960
Campbell Soup Co., new factory being built in Portage la Prairie	5,000,000	Completion spring 1960
Canada Rice Mills Ltd., new factory in St. James	250,000	Completed spring 1958
J. R. Carter Ltd., re-location of factory facilities and modernization of building	200,000	Completed Sept. 1958
Co-op Vegetable Oils Ltd., new addition and new processing equipment	275,000	Completed March 1958
Display Industries of Canada, series of expansions	150,000	1958
Dominion Bronze & Iron Co., new aluminum anodizing plant in Fort Garry	120,000	Completed fall 1958
Dominion Structural Steel Ltd., new steel fabricating plant in St. Boniface	500,000	Completion spring 1959
Farmers' Co-op Seed Cleaning Plant, new seed cleaning plant	45,000	Completed summer '58
D. W. Friesen & Sons, new printing plant in Altona (est.)	150,000	Completion Feb. 1959
Gaults Limited—Gerhard Kennedy (Canada) Ltd., new factory in N. W. Winnipeg for sport shirt manufacturing and storage facilities for home furnishings	250,000	Completed Dec. 1958
Globelite Batteries Ltd., new factory in St. James	500,000	Completed Dec. 1958
Grandview Industries Ltd., new manufacturer of plastic pipe	40,000	Completed May 1958
Hudson Bay Mining and Smelting Co., new mining operation in Snow Lake area being developed	"several" millions	Completion 1960-61
Imperial Oil Ltd., Alkylation plant at its Winnipeg refinery	3,000,000	Completion Nov. 1959
Lakeview Turkeys Ltd., new poultry plant	500,000	Completed Dec. 1958
Mid-West Soap & Supplies Ltd., new factory in St. James	150,000	Completed Sept. 1958
Modern Dairies Ltd., new milk powder producing plant in Grunthal, Man.	150,000	Completed May 1958
North Star Oil Ltd., new platforming unit	1,500,000	Completion spring 1959
Palm Dairies Ltd., new creamery planned for Fort Garry	250,000- 500,000 ultimate cost	1959 $1,000,000
Pembina Poultry Packers Ltd., new poultry plant	40,000	Completed summer '58
Siemens Bros. (Canada) Ltd., extension to facilities	100,000	Completed fall 1958
Westeel Products Ltd., new culvert manufacturing addition	500,000	Completed May 1958
Western Engraving Bureau Ltd., new plant in St. James (est.)	150,000	Completed Oct. 1958
Fort Garry Brewery Ltd., addition to existing Furby Street building (est.)	75,000	April 1959
Levit Sign Co., new factory in St. James (est.)	2 - 300,000	Fall 1959
Northern Paint Co., addition to plant and warehouse	250,000	Fall 1959
Manitoba Sugar Co. Ltd., extension to plant contemplated (est.)	750,000	1959
Fropak Ltd., new quick freezing plant in Brandon	300,000	1959
Pressure Pipe of Canada Ltd., new plant in St. Boniface (est.)	300,000	1959

DISTRIBUTION AND WAREHOUSING EXPANSION

Company	Investment	Completion Date
Abbott Laboratories of Canada, new office and warehouse	135,000	Completion 1959
American Jewellery Co., new distribution centre	250,000	Completed June, 1958
Atlas Steels Ltd., new distributing warehouse	150,000	Completed fall 1958
Brooks Equipment Ltd., new office and warehouse (est.)	200,000	Completion spring 1959
John Deere Plow Co., new storage building in St. James (est.)	150,000	Completion summer '59
W. H. Escott Co., new warehouse in St. James	125,000	Completion March 1959
Fisher & Burpe Ltd., new office and warehouse in St. James	70,000	Completion fall 1958
W. J. Gage Co., new office and warehouse planned	200,000	1959
Gardner-Denver Co. (Canada) Ltd., new distribution centre	100,000	Completed summer '58
Hudson Paper Co., new distribution centre in Winnipeg	450,000	Completion May 1959
Mack Trucks of Canada Ltd., new wholesale and service building in St. James	200,000	Completed fall 1958
MacKenzie Storage Ltd., new warehouse in St. James	300,000	Completed 1958
MacLeod's Ltd., new warehouse in Winnipeg	116,000	Completion early 1959
Massey-Ferguson Ltd., new distribution centre	300,000	Completion spring 1959
Railway & Power Engineering Co., new office and warehouse in St. James (est.)	100,000	Completion fall 1958
Thomas Rathwell Ltd., new wholesale building in St. James	120,000	Completed summer '58
The Sherwin-Williams Co. of Canada, new distribution centre in St. James	750,000	Completion Feb. 1959
J. M. Sinclair Ltd., new office and warehouse	125,000	Completed summer '58
Soo-Security Motorways (West) Ltd., new truck terminal	250,000	Completed summer '58
Standard Brands Ltd., new office and warehouse in St. James	115,000	Nearing completion
Sylvania Electric (Canada) Ltd., new distribution centre in St. James	210,000	Completed Sept. 1958
Western Smallware & Stationery Ltd., new distribution building (to replace former building which was consumed by fire)	200,000	Completed summer '58
Federated Co-operatives Ltd., new distribution centre in St. James	1,000,000	Late 1959
Emco Western Ltd., new office and warehouse in St. James (est.)	350,000	Late 1959

MISCELLANEOUS CONSTRUCTION

Office Buildings, Railways, Government, Shopping Centres

Company	Investment	Completion Date
Canadian National Railways, new Symington railyards	$24,000,000	Completion 1962-63
Canadian National Railways, series of expansions, modernizations, etc. at Transcona Yards	6,000,000	1959-60
Canadian National Railways, trackage from Lynn Lake R.R. to Chisel Lake area	8,000,000 to 10,000,000	1959
Government of Canada, Department of Transport, new airport terminal building	10,500,000	1960 or 1961
Government of Canada, Income Tax Division, new office building in Winnipeg	1,000,000	Nearing completion
Government of Canada, Unemployment Insurance Commission, new building in Winnipeg	1,000,000	1959
Manitoba Hydro Electric Board, Kelsey hydro plant on Nelson River	40,000,000	Completion in 1960
Manitoba Hydro Electric Board, steam power plant in Selkirk, four units of 66,000 kilowatts each	50,000,000	Started 1957 to be completed in 1960
Manitoba Hydro Electric Board, steam power plant at Brandon	31,500,000	Completed 1959
Monarch Life Assurance Co., new multi-story office building	2-3,000,000	1960
New York Life Insurance Co., new office building	1,000,000	Nearing completion
Polo Park Shopping Centre, large, integrated shopping development including Simpsons-Sears retail store	15,500,000	Completion summer '59
Province of Manitoba, new administration building	5,500,000 to 6,000,000	Early 1960
Red River Co-op Shopping Centre, store and service station	250,000	Completed summer '58
Regent's Park Shopping Centre, Transcona, new shopping centre planned	1,000,000	1959 or 1960
U. S. Strategic Air Command, new bomber re-fueling base at Churchill, Man.	10,000,000	1959
Apartment Building (31 Kennedy Street) (est.)	650,000	1960
Apartment Building (W.S. Clarke St. -S. of River Ave.) (est.)	500,000	1960
Greater Winnipeg Transit Commission, Bus Garage in St. James	500,000	1959

TOURIST FACILITIES

Company	Investment	Completion Date
City Centre Motor Hotel, downtown Winnipeg	650,000	Completed April 1959
"Downtowner" Motor Hotel, downtown Winnipeg	675,000	Completed April 1959
Eden Roc Motel, Winnipeg	300,000	Completed summer '58
The Eleanor Motel, Falcon Lake	100,000	Winter of 1958-59
Fouillard's Motel, The Pas	125,000	Winter of 1958-59
Motel One and Ten, Brandon	150,000	Winter of 1958-59
Swan River Motel, Swan River	100,000	Winter of 1958-59
Voyageur Motel, Winnipeg	225,000	Completed summer '58
Wendigo Motel, Bird River	150,000	Completed spring 1959
York House (Hotel) — tentative name, corner York and Hargrave, Winnipeg	1,000,000	Completion June 1959
Hotel (Polo Park Shopping Centre Site)	5,000,000	1960

Parks

Better Access

One of Canada's greatest growing assets is its parks.

This fact is nowhere more true and more clearly demonstrated than in the Prairies.

Last year visitors to the 10 western national parks numbered 2,757,917, from April 1 to Oct. 31, an increase of 11% in 1957.

This increase has been made possible, and the attractiveness of the parks preserved against over-crowding, by a continual process of expansion and improvement of facilities.

New highways into the Rockies are opening up new areas to tourists from both Canada and the U. S.

Here are some figures for last year and for 1957 that show the way the various camps are increasing in popularity.

Park	% Increase	1957	1958
Banff, Alta.	13.0	645,688	729,696
Jasper, Alta.	0.6	298,327	300,117
Waterton Lakes, Alta.	20.1	302,872	363,753
Elk Island, Alta.	20.0	175,019	210,395
Prince Albert, Sask.	10.7	*121,126	134,105
Riding Mountain, Man.	4.8	559,476	586,442

*Prince Albert until the end of September.

For the first time Banff August attendance records exceeded those for July, due to repeat traffic brought in by the very good weather during August.

Jasper traffic has leveled off after its great increase of the last two years, adjusting to the travel on rebuilt Highway 16.

All the smaller parks that are now reached by good roads have shown marked increase in use as they become better known.

Banff Park was down 5% at the Eastern Gateway for U. S. traffic.

Jasper Park was consistent throughout at all gateways, U. S. and Canadian traffic increasing slightly.

Waterton Lakes had a 9% increase in U. S. traffic.

By the end of August Trans-Canada through Banff Park had been opened to the public.

Those who have traveled this road will see a new standard of mountain highway, wide and easy to travel, with large parking areas for viewpoints, slopes being seeded to grass, and fringe clearing of timber to improve appearance.

In Banff Park improvements continued on the Mount Norquay road. On the Tunnel Mountain Drive a revision has been made at the Bow Falls in the program for widening this road.

Major reconstruction is also being undertaken on town streets, with Banff Ave. completed to Elk St. except for the final lift of paving and sidewalk construction to be done next spring. This leaves only two blocks to be rebuilt.

Reconstruction of Spray Ave. to the Banff Springs Hotel has also been undertaken.

Considerable road improvement also was carried out in Riding Mountain where right-of-way on the through roads was widened to 75 ft. plus 50 ft. of fringe clearing.

In Prince Albert approximately 18 miles of asphalt sand sealing was carried out from the Spruce River bridge to Waskesiu townsite.

At Jasper the accommodation is still catching up with traffic demands brought on by the reconstruction of Highway 16.

Here two new motels are being built in the townsite to provide 62 units, and another 28 units were added to bungalow camps in the vicinity of Jasper.

A new motor hotel in the town was completed last spring to provide accommodation in 28 suites for 112 people.

Banff Park has one new motel in the townsite with seven units. A large addition was built at the Banff School of Fine Arts comprising 23 double bedrooms, 14 classrooms and dining facilities for 500 persons.

At Waterton Lakes four additional units were provided in existing motels and five units at Prince Albert.

Banff had a 21% increase in campground attendance in 1958.

Warm dry weather will have had some influence on this figure but it is also indicative of the general trend.

Since 1954 campers have increased 119% as against 34% increase in traffic for the same period.

To respond to the demand for camping facilities the National Parks Service is making and planning for enlargements of existing campgrounds as well as for new ones.

The first block of the new Trailer Park on Tunnel Mountain in Banff Park was opened to the public July this year and has received much favorable comment.

It combines all the modern convenience of individual water, sewer and electrical connections and service buildings equipped with showers and laundry equipment, with the natural charm of a mountain setting and a magnificent view.

Development of Block 2 and clearing for Block 3 of the Trailer Park is a continuing project.

In addition, regular camping facilities on Tunnel Mountain received two new shelters, and at Moraine Lake the campground was enlarged by one new shelter.

Campground accommodation in Jasper Park has been considerably enlarged this year with three new campgrounds, two east of Jasper and one 12 miles south. These are a new (in these parks) simple type of campground with small individual cooking fireplaces instead of community shelters. They have been exceptionally well received by campers, many of whom prefer this type of thing.

Space for 68 tents has been provided in these locations, while present facilities at Miette Hot Springs have been increased by two new shelters and a toilet building, and another shelter was built at Rocky River east of Jasper.

At Waterton Lakes construction continued on the new modern trailer Park in the townsite near the lake, to provide 58 trailer spaces with water, sewer and electrical connections.

At Prince Albert National Park campground facilities are being enlarged for an additional 108 tents. Three kitchen shelters and two toilet buildings were built this year.

At Riding Mountain three kitchen shelters and two picnic areas were added to present facilities.

Campgrounds at major locations in the parks are also being provided with recreational areas for children and outdoor theatres for our film programs.

At Banff Park major repairs and improvements have been carried out at the Cave and Basin Bathhouse and at the National Park Museum.

The new Olympic ski jump built at Mount Norquay last year will have a judge's stand, now under construction, and will be used for competition jumping during the coming winter.

Film showings are now an established effort in the park recreational picture and were well attended during the past summer.

In Banff Park over 57,000 persons saw these programs last year.

Events of particular interest in the parks included the visit of Princess Margaret to Banff and Prince Albert National Parks, and the Kiwanis Dedication Ceremony near Mt. Eisenhower on the Trans-Canada Highway.

These were in addition to the scheduled annual sporting events and pageants in each park.

Conventions continued to find the Parks an ideal setting for their use.

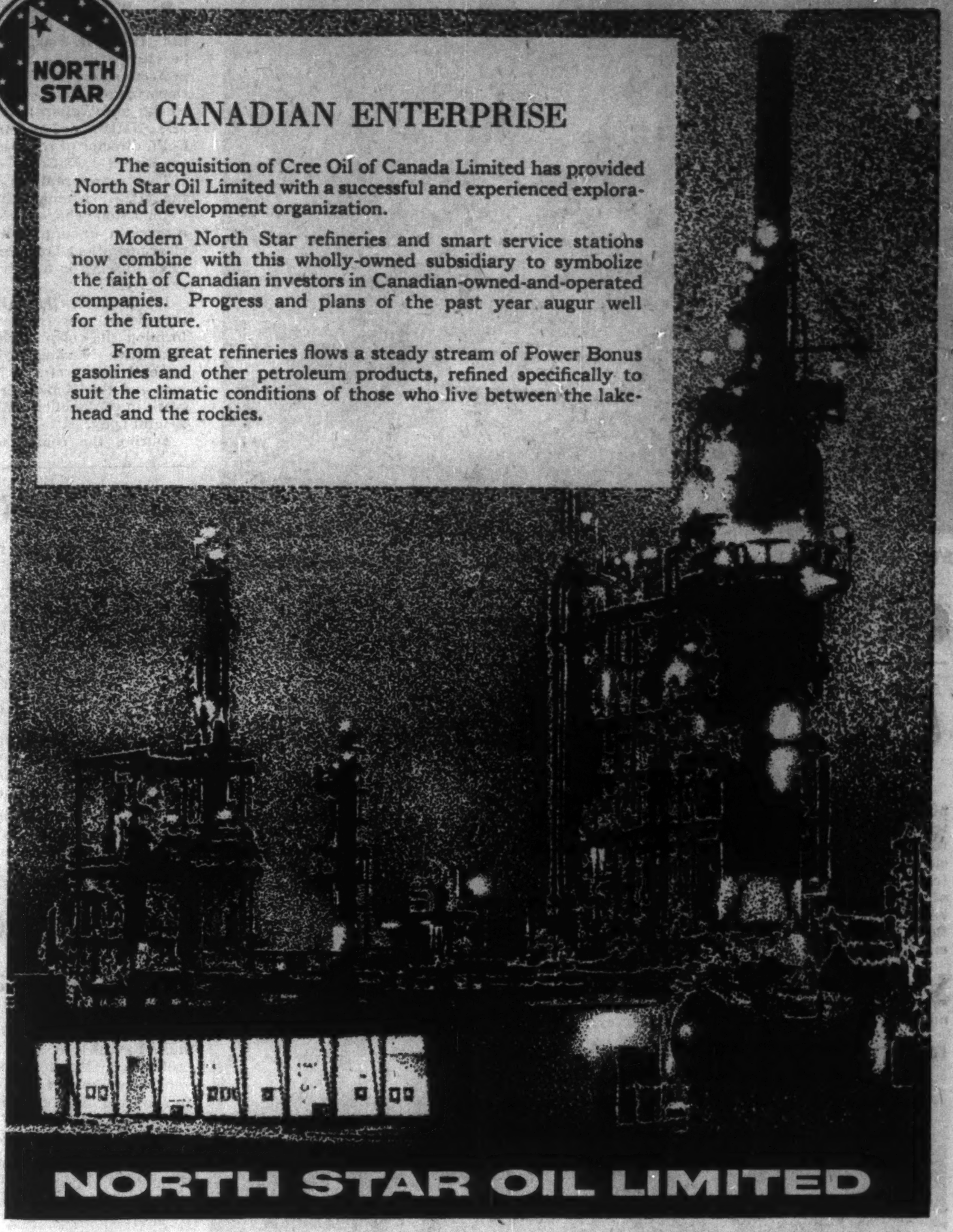
Over 13,000 persons attended conventions in Banff this year.

Of particular note was the number of climbing and hiking clubs from all over the continent, that came to the parks for special outings.

In Jasper a survey was made of climbing areas in order to provide expert advice to climbers.

Manitoba Tourist Industry

Year	Tourists	Spending ($ millions)
1948	590,000	13
1949	631,727	20
1950	581,000	22
1951	735,295	23
1952	807,413	24
1953	854,573	25
1954	893,218	26
1955	962,108	27
1956	990,730	28
1957	1,064,498	31
1958	1,162,942	33



CANADIAN ENTERPRISE

The acquisition of Cree Oil of Canada Limited has provided North Star Oil Limited with a successful and experienced exploration and development organization.

Modern North Star refineries and smart service stations now combine with this wholly-owned subsidiary to symbolize the faith of Canadian investors in Canadian-owned-and-operated companies. Progress and plans of the past year augur well for the future.

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New Studebaker Larks are already in use in the fleets of over 100 important Canadian corporations, public utilities, telephone companies, police forces, and associations. (names on request.)

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ANNOUNCEMENT
MONARCH APPOINTMENT

L. G. LAINE

MONARCH MACHINERY COMPANY LTD., announces the appointment of L. G. Laine as Branch Manager for the Company's London, Ontario operation. Mr. Laine was formerly the District Sales Manager for the Prairie Provinces and succeeds T. R. Roe. Mr. Laine is well qualified to cope with any problems that may arise in the sale of various pumps in Eastern Canada.

Invest in Russia: It Sounded Great Away Back in 1916

Lots of Canadians bought Czarist bonds when brokers said: "Russia enjoys an excellent reputation in the financial world . . ."

By FRANCES THOMPSON

Father, we always thought, was a restrained man and as conservative as the Bank of England.

He saved his money carefully and systematically. When he made an investment it was a sure thing — government bonds, good, sound industrials, a business block of stores and offices.

Not for him the fly-by-night promotional scheme or chancey enterprise!

No sucker list would carry his name among its prospects.

So we thought.

Imagine then, our amazement to find, among his securities, Imperial Russian Government Bonds to the value of 8,000 roubles.

How, in the light of modern history, could anyone have staked his faith—and substance—on the Czar's government a scant six months before its downfall?

Letters and circulars from Toronto firms gave the answer.

Dated Oct. 16, 1916, a letter from a brokerage house—highly reputable—reads as follows:

"History invariably repeats itself and there are opportunities due to the present war, as exceptional as those which were the foundations of the fortunes of the Rothschilds in the Napoleonic Wars.

"Chief among these is the Russian exchange situation. The Russian Rouble, normally worth 51.45c can be bought today for approximately 32c. This is due principally to the inability of Russia to export her grain and other products and the Rouble should return to its normal value just as soon as Russia is able to export freely.

"An investment of $1,000 in the above bonds now, will increase to over $1,600 upon return of normal conditions. This would show a net profit on the investment of over 60% and in addition pay half-yearly interest of over 9%.

"Russia enjoys an excellent reputation in the financial world. She has a population of about 170,000,000 and occupies about one-sixth of the globe. These two facts alone would seem to offer ample security.

"We would suggest prompt action if you are desirous of taking advantage of this opportunity."

Apparently, Father did just that. And he was not alone.

Another brokerage house, also highly reputable, issued this "Supplementary Memorandum as to the Russian Internal Loan":

"We had thought that our circular as to the Russian War Loan would create a great deal of interest but we have been overwhelmed with the response received and must ask the forbearance of our many clients should replies and confirmations not be attended to as promptly as usual.

"We wish to emphasize in this memorandum certain points dealt with in our circular and to answer questions that have been put to us by various investors.

"First and most important is the question of absolute security.

"Russia is on a gold basis and the amount of gold in a rouble is as absolutely fixed as in a sovereign.

"There is therefore only one possibility of loss in connection with this investment and that is the quite unthinkable possibility of the repudiation by Russia of her obligations.

"Of this there is not the slightest fear.

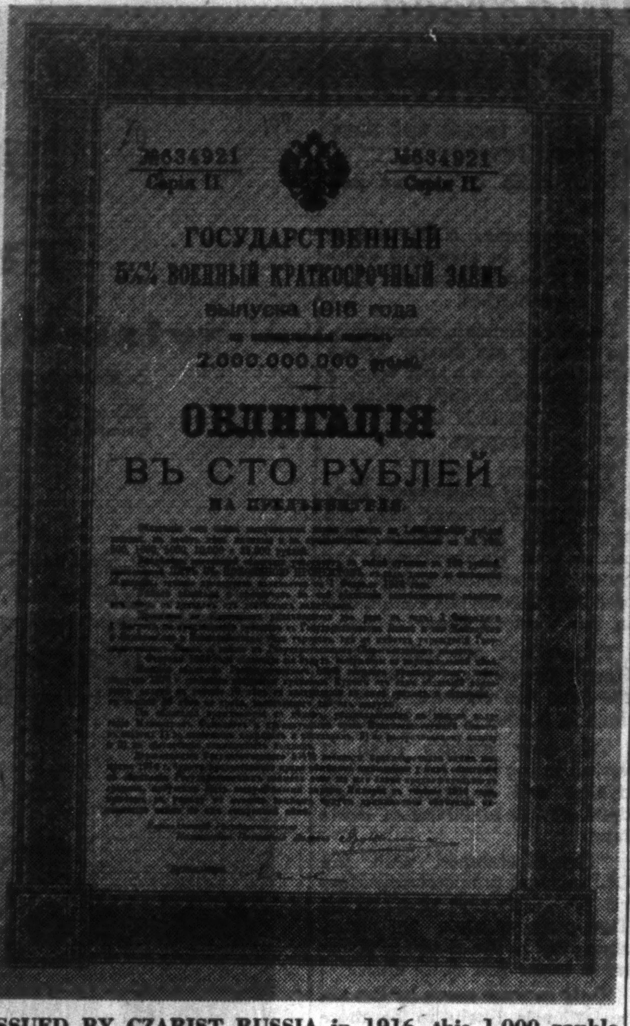
"Russia has never failed to meet her interest and principal charges and is in a far better position today financially than on other occasions in the past.

"This possibility being discarded, there is no danger left."

So there they are, Imperial Russian War Bonds, with all the strange printing, the signatures of men presumably long dead, and each bond missing exactly one clipped coupon.

Should we call them a curiosity or a challenge to our ability to foretell events to come?

Mrs. Thompson is a Port Credit, Ont., housewife.



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ОБЛИГАЦІЯ
ВЪ СТО РУБЛЕЙ
НА ПРЕДЪЯВИТЕЛЯ

ISSUED BY CZARIST RUSSIA in 1916, this 1,000 rouble 5½% 10-year bond is typical of many sold to Canadians.

Holding Russ Bonds? Value Only Historical

Value of Russia's 1916 rouble bonds, sold widely to Canadian investors, is purely historical.

The U. S. S. R. is in complete default not only on the bonds issued in its own currency, but in other currencies as well.

Two dollar issues, totaling $75 million, were also made in 1916 by Russia. Service on these bonds ended in 1919, and they matured without repayment of principal.

In November, 1933, co-incident with her recognition by the U. S., Russia made the "Litvinov Assignment" of $9.1 million to be used to liquidate U. S. nationals' claims.

More than $30 million of the $75 million 1916 issue was submitted as claims. By the end of 1957, awards by the U. S. Foreign Claims Settlement Commission had reached $3.8 million.

"Non-claim" dollar bonds—those not filed with the Commission before its 1956 deadline—are quoted over-the-counter in New York. At the time of Soviet Premier Mikoyan's visit to the U. S., bid reached a post-war low of 2½ ($25 per $1,000 bond).

Company Report

Iron and Steel

ANTHES-IMPERIAL CO., St. Catharines, consolidated net profit in 1958 rose 63.8% to $821,343 ($501,355 in 1957).

New pressure pipe plant at Calgary began operations in January 1958 and **Sarnia Bridge Co.** was acquired in July. Most divisions operated profitably at levels somewhat above 1957, President D. G. Willmott states.

Sarnia Bridge structural steel division had substantially lower business. Its scaffolding business was consistent, but total result was considerably lower sales and profit. No immediate improvement in structural steel is expected, although definite improvement is looked for in scaffolding.

Results at new Calgary pipe plant, which supplies municipal water distribution systems, have justified investment there.

Operations in Anthes-Imperial plants in 1959 are expected to be similar to 1958. New products are being introduced and new product fields entered. Probable non-recurring expenses involved could temporarily affect company's income growth in the interests of providing a broader base for the future, Mr. Willmott says.

CONDENSED CONS. INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Net earnings	$2,504,461	$1,264,651
Less: Deprec.	764,900	241,819
Debt interest	113,218	88,025
Income taxes	805,000	433,452
Net profit	821,343	501,355
Less: Pref. divds.	41,975	51,122
Common divds.	185,919	138,000
Surplus for year	593,449	312,233

Note — In 1958, maximum depreciation for tax purposes is less than that charged in accounts. Increase in taxes resulting therefrom in amount of $41,100 has been charged against deferred income tax accumulated over prior years.

Times Interest Earned:	1958	1957
Before deprec.	22.12	14.37
After deprec.	15.36	11.62
Earnings per Share and Dividend Record:		
1955 Ser. Pref.		
Earned	‡	$51.95
Paid	‡	5.25
First pref. earned	▲$25.83	....
Ser. A paid	§	....
Ser. B paid	*	....
Common, Earned	4.91	3.92
Paid	1.35	1.20

‡1955 ser. pref., redesignated as 5½% pref. ser. A in 1958.

§Paid at rate of 5¼% to Nov. 12, 1958, and thereafter at 5½%.

*Cumulative from Nov. 27, 1958.

▲Based on 9,300 shs. ser. A pref. and 22,500 ser. B pref. issued Nov., 1958.

Shares o/s as at Dec. 31:	1958	1957
1955 ser. pref., $100 par	....	9,650
5½% pref., ser. A, $100 par	9,300	....
5½% pref., ser. B, $100 par	22,500	....
Common, n.p.v.	158,875	115,000

CONDENSED CONS. BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$227,472	$14,017
Invest.	275,000	......
Accts. rec.‡	2,437,316	1,411,960
Inventories	4,406,788	3,310,126
Prep. exps.	131,750	92,856
Total curr. assets	7,478,318	4,828,959
Fixed assets†	5,022,478	3,881,453
Total assets	12,500,796	8,710,412
Due bank	......	534,660
Acct. pay.	1,409,890	1,174,400
Taxes pay.	728,693	172,505
Funded debt pay.	220,000	220,000
Divd. pay.	86,958	59,831
Total curr. liabs.	2,425,541	2,161,396
Def. income tax	157,517	198,617
Funded debt	1,810,000	2,030,000
Min. int.	17,015	......
Capital stock	4,701,875	1,390,000
Earned surplus	3,388,848	2,930,399
†After deprec. of	5,463,271	3,097,075
‡After res. of	142,384	101,503
Working capital	5,052,777	2,667,563

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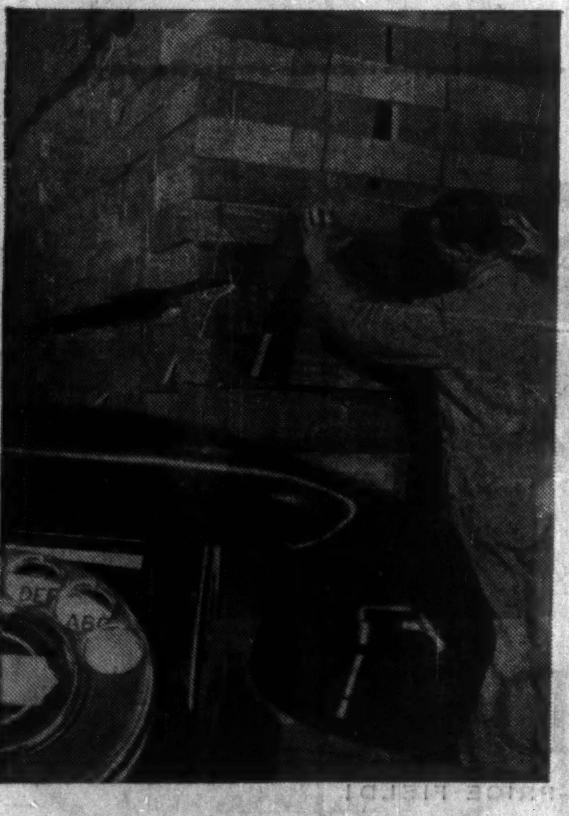

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DELORO STELLITE
BELLEVILLE ONTARIO
CANADA

Jefferson Lake Sees 60,000 Ton Sulphur Shipment

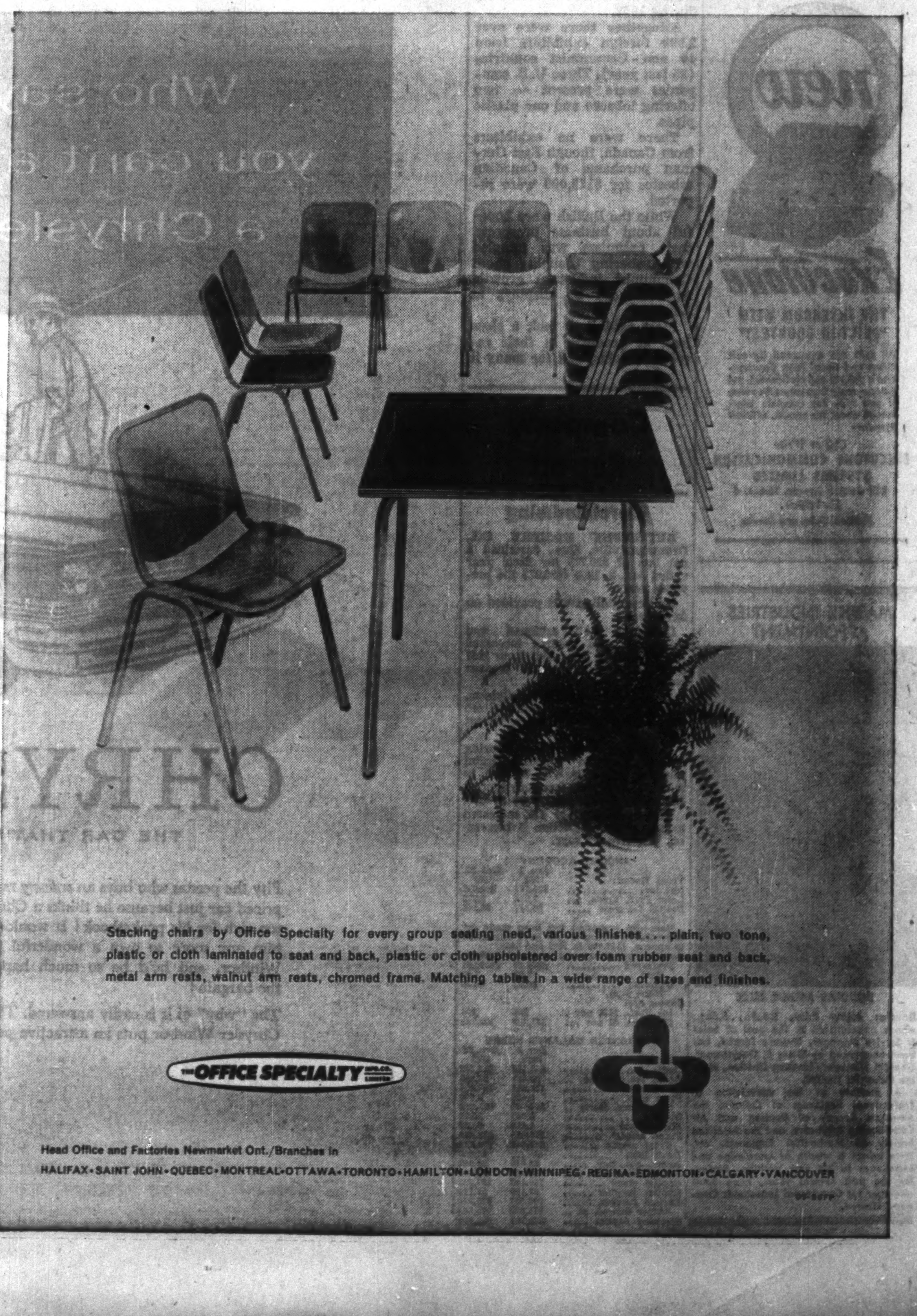
The Peace River sulphur recovery plant in British Columbia in which **Jefferson Lake Petrochemicals of Canada** and **Pacific Petroleums Ltd.** have participating interests will ship some 60,000 tons of sulphur this year.

Although no shipments were made from the plant in 1958 56,000 long tons were produced, having a market value in excess of $1.1 million.

Shipments are currently being made under sales contracts, principally to customers in B. C. and the state of Washington.

On the company's 80,000 acre farmout from **Mobil Oil of Canada,** in the East Calgary field, six successful wells have been drilled and are equipped for production of sour gas.

Large reserves have been proven here and plans are being made for erection of necessary plant for processing the sour gas to enable pipeline gas delivery and recovery of liquid products and sulphur.



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Big Western Scramble For Trade with Reds

U.K. firms, lured by widening trade prospects, made biggest splash at Leipzig Fair. There may be lessons for Canadians here . . .

Special Correspondence

LEIPZIG — While Khrushchev's visit to East Germany in March put the Leipzig Fair in the headlines, the uninhibited western scramble for Communist trade made serious news for the business columns.

Though outnumbered by West German and French exhibits, the British made perhaps the biggest splash, following Macmillan's visit to Moscow and the ice-breaking $40 million one-year agreement with East Germany concluded in January.

Lured by widening trade prospects, a record number of 150 U.K. firms took part, and most found the venture rewarding.

A dozen leading machine tool makers made the first-ever showing from this "strategic" industry, and token sales to Russia and East Germany pointed to future solid orders.

Aside from prolonged visits to many of the British stands (including **Massey - Ferguson**), Khrushchev even convened a private meeting with some of the machine tool people where he personally authorized the purchase of three pairs of machines on display "as a gesture of goodwill."

British reserve was tossed aside in the clamor for new markets. Restrictions on strategic exports caused anguish and many harsh comments — but no longer inactivity.

A group of aircraft component manufacturers established close links with the East German producers of the BB-152 medium range jet transport, while **Rolls-Royce** investigated possible sales of engines for this plane.

Guest, Keen & Nettlefolds, one of the country's principal steel manufacturers, had promising talks regarding the supply of metal products. **Imperial Chemical** (I.C.I) clinched a $230,000 deal covering organic dyestuffs.

Other leading companies, like **Hawker Siddeley Brush, Massey - Ferguson, Marconi** and **Rover**, seemed happy about results.

Elsewhere, western participation also reached a new high. Nearly 1,500 West Germans had exhibits at Leipzig, including 250 there for the first time since the war.

Heavy industry was again in the forefront, and among visitors to the Fair were 80-odd ranking executives from the iron and steel industry.

Last year West Germany did some $500 million worth of two-way trade with the eastern part of the country, and is pressing for further expansion.

It is also methodically promoting exports to other Communist countries, and in 1958 its sales to China were valued at $160 million — a 450% increase over the previous year.

A sign of the times was a special Chinese-English edition of the Düsseldorf Handelsblatt (mouthpiece of German industry and finance) issued to coincide with the Fair.

Articles couched in persuasive tones boost the merits of trade and various export offerings, while **Krupp, Hoesch** and the successors of **I. G. Farben** led the impressive list of advertisers.

Also significant was the first postwar appearance of a group of 14 Swedish steel companies.

During the Fair they received substantial orders for high-quality and tool steel, arising from a new Swedish agreement with East Germany providing for a 30% increase in deliveries during 1959.

Altogether there were over 2,900 foreign exhibitors from 40 non - Communist countries (35 last year). Three U. S. companies were present — two offering tobacco and one plastic pipes.

There were no exhibitors from Canada, though East German purchases of Canadian asbestos for $125,000 were reported.

While the British were hopeful about business prospects, their optimism was mingled with sobering thoughts about Communist industrial growth, as evidenced by displays at Leipzig.

Most exhibitors took a close look at products in their respective fields, and for many it was an eye-opener. East Germany, now the fifth industrial power in Europe, showed rapid progress in the design and execution of all kinds of capital equipment.

In the case of machine tools — foundation of manufacturing strength — some 870 different basic types are being made. They include virtually every kind that was obtained from the West before the country was split.

Among visible trends were the growing use of standard major components to build a variety of machines in different configurations; the application of automatic loaders and unloaders; and the linking-up of normal, mass-produced lathes, grinders and other units as a low-cost approach to full automation.

East Germany clearly still has some first-class designers, despite the westward flight of engineers and technicians through the Berlin loophole. Visiting experts had the same opinion about diesel engines, construction plant and other equipment.

These revelations were compounded in the Chinese pavilion, where advanced samples from its infant machine tool industry were shown.

Among them were a six-spindle automatic lathe, hydraulic copy-miller and spark erosion machines. It was revealed that in 1958 over 90,000 machine tools were made — far more than in Britain.

In the same year, steel production doubled to 11 million tons, putting China ahead of Japan in sixth place. If the 1959 steel target of 25 million tons is realized it will move into third place behind America and Russia.

Notable, too, was the display of a cobalt therapy unit apparently similar to the type that **Atomic Energy of Canada Ltd.** has sold to Poland and shown at the Poznan Fair in 1957 and 1958.

The outdoor section of the Chinese exhibit featured diesel-engined tractors ranging from 93 to 280 hp. These were all of Russian design, made locally with tooling supplied by the Soviets. Here it was interesting to note that the largest crawler was a virtual replica of the U. S. Caterpillar D-7 (which the Russians reproduced in 1946).

Well-qualified comments on these developments were made at Leipzig by Robert Asquith, chairman of the **Asquith Machine Tool Corp.,** who is probably the first Briton of such standing to visit Chinese engineering factories.

Stopping over at the Fair on the way home after an extensive tour of China, he remarked that the strategic restrictions "make your blood boil" in view of the swift industrial expansion he witnessed there.

He likened the nation-wide activities there to "ants gnawing a bone," and underlined the futility of the export embargo which has stimulated self-sufficiency.

Of further significance for the future is the long-heralded co-ordination of production programs within the Soviet bloc which is finally beginning to shape up.

The Moscow-based Council for Mutual Economic Aid (eastern counterpart of the OEEC) has fixed an international division of labor relating both to major branches of industry and to types of equipment within each sector.

For example, East Germany will concentrate on making brown-coal mining machinery—Poland on anthracite equipment. Czechoslovakia will be the main producer of leather and shoe machinery, Hungary of aluminum, East Germany of chemical and cement plant, and so forth, according to local capacities, skills and availability of materials.

This is intended to avoid duplication in research and production, eliminate "wasteful" inter - Communist competition, and enable countries poor in raw materials but rich in skills (such as East Germany) to concentrate on equipment with the highest labor - to - weight ratio.

Communist officials at Leipzig breathed utmost confidence about the general outlook.

Setting their sights on 1965, terminal point for the first lap of joint planning, they claimed that by then more than half the world's industrial production will come from the Soviet bloc, which has only a third of the population — and drew pointed inferences regarding living standards.

This is the period of Russia's new seven-year plan, and Khrushchev described it as "a decisive stage in the competition with the capitalist world."

East German Foreign Trade Minister Rau went further, predicting that "the dominating dollar will be dethroned by the rouble."

During this period, East Germany plans to double its industrial production, and triple it in certain engineering lines. And moving ahead from an annual trade turnover of $3,500 million, it is banking on a yearly increase of more than 10% with the West as well as the East.

Disagreed On Tweed

There are tweeds and there are Harris Tweeds.

Some cloth is persona non grata.

For example, a three-firm organization in mainland Scotland is trying to crash the Harris Tweed market.

Down in London, meanwhile, the 50-year old **Harris Tweed Association** — which takes a sharp interest in such matters—is sniffing audibly at the new Scottish enterprise.

The reason:

Members of **Independent Harris Tweed Producers Ltd.,** the new group, are making cloth but it isn't Harris Tweed because the manufacturing process isn't carried out completely in the Western Isles.

Regulations are quite clear: Harris Tweed must be made in the isles and weaving must be done in homes of the islanders.

The new group's cloth is woven in the isles, but spinning, dyeing and finishing are all done on the mainland of Scotland.

"Tweed stamped with the ORB mark is unmistakably Harris Tweed," says the Harris Tweed Association. "A recent statement in the House of Commons made this quite clear."

Only counter move by the association is likely to be more stress on the ORB trade mark in advertising.

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ANNOUNCEMENT

MARINE INDUSTRIES APPOINTMENT

DOUGLAS ARTHUR PRICE

Douglas Arthur Price, B.A.Sc., P.Eng., whose appointment to the post of Sales & Service Manager, Ontario District, has been announced by Omer E. Guevrement, General Manager, Heating Division, Marine Industries Limited.

A member of the Association of Professional Engineers of Ontario, the American Society of Heating and Air Conditioning Engineers, and the American Society of Mechanical Engineers, Mr. Price brings a wealth of knowledge and experience to his new position, having, for the past several years, been Sales Manager for Commercial Leaseholds Company Limited.

Company Report

Merchandising

BUTTERFLY HOSIERY CO., Drummondville, Que., sustained a net loss of $20,775 for fiscal year ended Jan. 3, 1959 ($80,072 the previous year).

No depreciation was provided on fixed assets.

Combined full-fashioned and seam-free sales volume increased 10.9% and unit sales 16% from 1957 levels, President Russell Weaver reports.

In the full-fashioned division, strenuous competition demoralized the price structure, the president says.

Expenditures on manufacturing facilities totaled $2,743. Capital spending for 1959 will amount to $150,000, to double company's present production of seam-free nylons.

Improved earnings are indicated as seam-free production is increased, Mr. Weaver says.

INCOME ACCOUNT

Years Ended:	Jan. 3 1959	Dec. 28 1957
Net loss	$20,775	$80,072
Less: Pref. divds.	2,072	2,072
Deficit for year	22,847	82,144

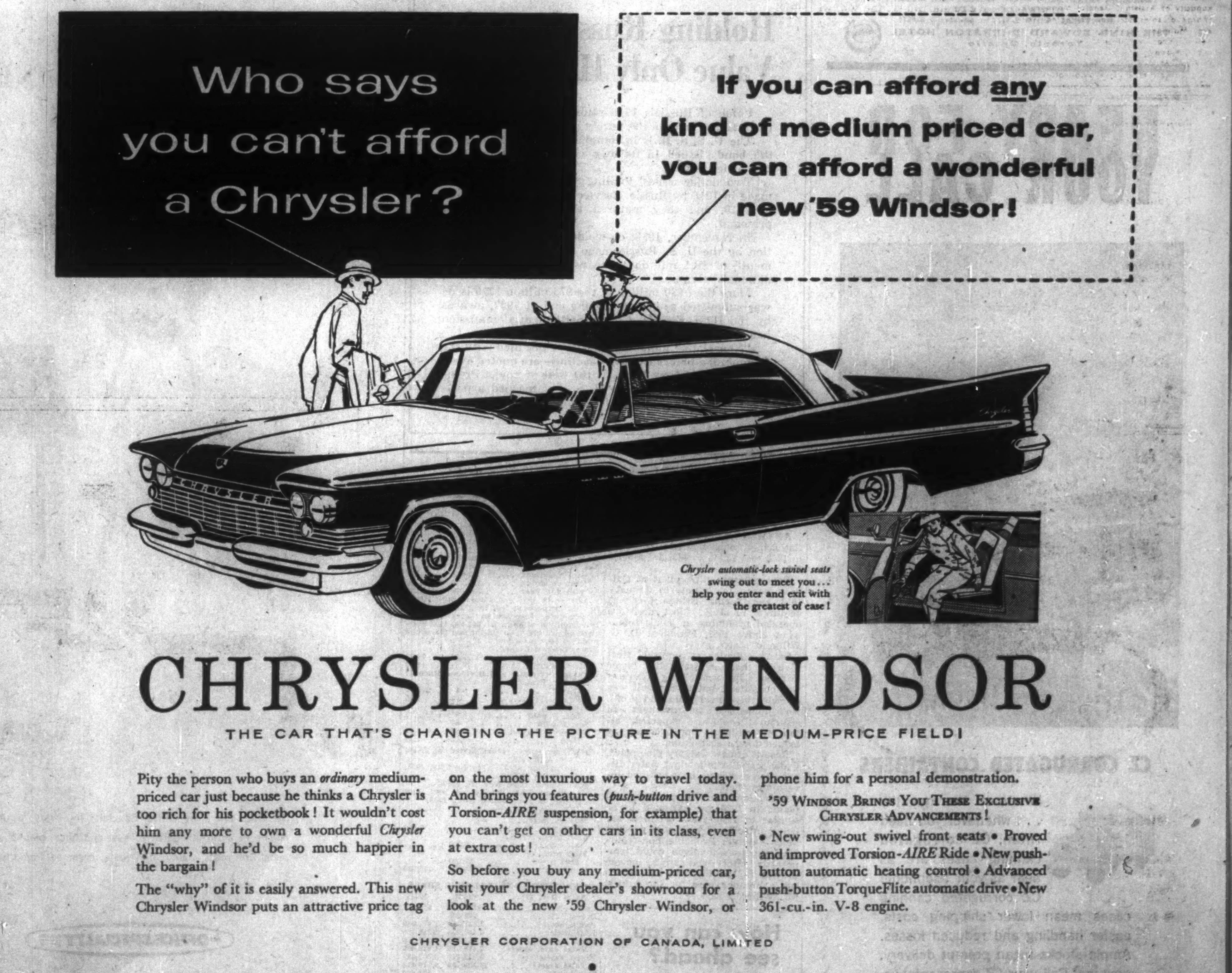
†Credit.

Note—No provision has been made for depreciation which would have amounted to approx. $117,000 in 1957 and 1958.

Earnings per Share and Dividend Record:		
Preferred	d$70.19	d$270.51
Paid	7.00	7.00
Common	d0.21	d0.76
None paid.		
Shares o/s:		
7% Pref., $100 par	296	296
Common, $1 par	107,780	107,780

CONDENSED BALANCE SHEET

As at:	Jan. 3 1959	Dec. 28 1957
Cash	$67,185	$12,146
Accts. rec. less res.	99,491	93,160
Inventories	183,641	287,454
Prep. exp.	5,438	3,063
Total curr. assets	355,755	395,823
Invests.	3,000	3,000
Misc. assets	4,410	6,232
Fixed assets*	579,880	579,462
Total assets	943,045	984,517
Bank loan	......	35,000
Accts., etc., pay.	46,018	29,643
Total curr. liab.	46,018	64,643
Capital stock	137,380	137,380
Capital surplus	57,120	57,120
Earned surplus	702,527	725,374
*After deprec. of	975,073	975,838
Working capital	309,737	331,180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If you can afford any kind of medium priced car, you can afford a wonderful new '59 Windsor!

Chrysler automatic-lock swivel seats swing out to meet you... help you enter and exit with the greatest of ease!

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The "why" of it is easily answered. This new Chrysler Windsor puts an attractive price tag on the most luxurious way to travel today. And brings you features (*push-button* drive and Torsion-*AIRE* suspension, for example) that you can't get on other cars in its class, even at extra cost!

So before you buy any medium-priced car, visit your Chrysler dealer's showroom for a look at the new '59 Chrysler Windsor, or phone him for a personal demonstration.

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ANNOUNCEMENT
PRAIRIE PIPE APPOINTMENT

MR. JOHN A. CAMERON

John A. Cameron has been appointed to the Board of Directors of the Prairie Pipe Manufacturing Company Ltd., according to a recent announcement released by its President Mr. J. W. Sharp. Mr. Cameron joined the staff of this company when it started operations in 1957 in the capacity of Assistant General Manager in charge of sales. He was appointed General Manager in 1958. Besides being a new Director of Prairie Pipe Manufacturing Company Ltd., Mr. Cameron is also Director of two other Regina industries . . . Saskatchewan Steel Fabricators Limited and . . . Buffalo Oil Company Limited.

What Makes Success?

Follow the Trends Not Competitors, And Start at Top

That's the formula of this small Toronto company. It's only eight months old, but moving into the U. S. market . . .

By RAY MAGLADRY

Some recipes for business success work like magic.

Here's one:

- **Pool your talent** with another that will complement it.
- **Sort out the key market trends,** and stick to your guns regardless of what big competitors are doing.

Result for two young Toronto men has been to hurdle overnight into the big-time in a hotly competitive business — production and sale of radio-record players.

The men:

Top-flight electronics engineer Peter Munk, 31, and David H. Gilmour, 27-year old furniture designer with a knack for anticipating trends.

Their company:

Clairtone Sound Corp. Ltd., formed only eight months ago, has already outgrown one plant.

And its initial success has been based on only two, relatively high-priced models—one monaural high fidelity, the other stereophonic.

But, even more surprising, Clairtone is gunning with high hopes for a slice of the lush U. S. market.

By standards of major firms in this field, the Munk and Gilmour team's production so far is small — 1,500 sets since last summer.

But significant: The price tag at retail is just under $700, the company name still unknown to the public.

"We're starting at the top, we will work down later to the mass market," says Munk, who is president of Clairtone.

If initial acceptance of the high-priced products is an indicator, the market for an expanded, varied-price line should be terrific, the co-founders reason.

And across the border:

A New York manufacturer-distributor has introduced Clairtone in the New York market, will hit at others in 32 states through 2,000 dealers.

It could add up to a multi-million dollar business. At any rate, Clairtone's place in the quality market in both U. S. and Canada seems to be assured.

Here's how it all started:

Six years ago, Munk met Gilmour socially in Toronto. The idea for a partnership germinated from there.

But in the interval before Clairtone became a reality, Munk formed **Peter Munk Associates** which engineered, designed and built over 500 custom-made high fidelity installations for homes, institutions, gardens and swimming pools.

They ranged in price from $1,000 to a $7,000 job for a prominent Toronto lady.

Meanwhile, Gilmour was designing and importing furniture, successfully introducing Scandinavian design to Canada as well as bringing in Italian and American contemporary furniture.

In the new company, Gilmour is vice-president, sales.

The Munk and Gilmour idea:

Build a quality, one-piece radio-phono set that would be, first, a fine piece of furniture, and second, a top-quality instrument.

They were gambling on two things:

▶ **That the ownership prestige** for hi-fi or stereo in itself has worn thin, will practically disappear soon. What counts now, especially with housewives, is that the player should be "an elegant piece of furniture."

This firm belief has led Munk and Gilmour to a design that keeps flashy metal off the outside of the set, even the company's name, to lower the height by eight inches from most other sets, and to finish it in oiled walnut or teak (avoiding a high finish).

▶ **That the big trend** will be to one-piece sets for stereophonic players. Just a few months ago, there was a lot of doubt in the industry and there still is in some quarters.

TALENT POOL: Clairtone's President Munk (right) and Vice-President Gilmour.

Munk and Gilmour have been given a blanket approval by buyers in the trade.

Their first showing of the two models, in a Toronto hotel, resulted in orders from each buyer present. Since then, over 100 dealers across Canada have taken on the products.

In U. S., **Granco Products Inc.** will follow up a successful New York introduction by tackling other eastern, midwestern and West Coast markets.

"The U. S. development has surprised us," says Munk. "Like many other people, we assumed this market was impossible to crack from Canada."

For every radio exported by Canada last year, we imported about 300—these statistics did not hold out much hope to Munk and Gilmour.

Actually, they have found they can lay down their stereo model (suggested Canadian retail price of $695) for about $100 less in the U. S.

It works like this:

Models for export go minus the 10% and 15% sales and excise taxes, and there's a refund from the federal government of 99% on the 22% Canadian import duty that is charged for incoming components and parts.

Since these taxes and duty drain off about $125 to the government on sets sold in Canada, the exported models are ahead by almost that amount when they cross the border.

Clairtone, outgrowing its 2,800 sq. ft. plant with 10 employees, is now in a 10,000 sq. ft. building in suburban Weston and has a payroll of 63.

Right now, Clairtone is scrambling to bring out more models, including some with French Provincial and period furniture lines.

"We expect to have 10 models on the market by fall," Munk says.

They will all be stereo sets.

"We believe straight high-fidelity is in eclipse and the future rests with stereo—at least for us. Our stereo model is selling 30 times faster than our hi-fi set," Munk points out.

Company Report

Paper Products

WESTMINSTER PAPER CO., New Westminster, B.C., net profit of $915,942 for 1958 was 0.8% lower than 1957's $923,744.

Sales were a record high, and 35.3% greater than in 1957. Major factor was inclusion for the full year of sales of company's plant at Crabtree Mills, Que.

Major expansion program is now under way at Crabtree Mills. Improved converting equipment is being installed, and other changes made, at New Westminster plant.

Capital expenditures in 1958 totaled $1,011,724. Construction of a large warehouse for finished goods was begun at Crabtree Mills, for completion June 1, 1959.

Scott Paper Co., Chester, Pa., on Nov. 12 bought 25,000 Class A and 75,000 Class B shares of Westminster for $1.4 million (Canadian). When Scott has bought 200,000 more shares, which it has agreed to buy before Oct. 31, 1963, it will own 51% of Westminster's stock.

"We look for further increases in sales volume on the company's trade-marked brands this year," says President Arthur F. Armstrong.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
	$	$
Net sales	16,468,498	12,172,713
Net earnings	2,645,968	2,026,228
Less: Deprec.	788,255	502,589
Int. exp.	121,271	54,895
Income taxes	820,500	545,000
Net profit	915,942	923,744
Less: Cl. A divds.	10,051	8,164
Cl. B divds.	401,926	386,816
Surplus for year	503,965	528,764

Note—In 1957, co. claimed full yr's. capital cost allowance re Crabtree plant, resulting in inc. tax reduction of $140,000 which has been reflected in income acct.

Earnings per Share and Dividend Record:		
Cl. A: Earned	$24.03	$59.75
Paid	0.50	0.50
Cl. B: Earned	1.61	1.89
Paid, regular	0.70	0.70
Paid, extra	0.10	0.10
Cl. A & B: Earned	1.53	1.85
Shares o/s as at Dec. 31:		
Class A	38,116	15,459
Class B	561,884	484,541

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$8,649	$25,778
Accts. rec.	1,399,939	1,315,754
Inventories	2,233,821	1,787,051
Total curr. assets	3,642,409	3,128,583
Def. assets	103,574	62,343
Misc. assets	175,356	105,963
Fixed assets*	7,899,027	7,675,558
Total assets	11,820,366	10,972,447
Accts., etc., pay.	1,229,308	1,004,567
Taxes pay.	571,000	184,658
Due bank (sec.)	192,871	......
Total curr. liab.	1,993,179	1,189,225
Long-term debt	1,140,000	2,000,000
Prem. on stock	17,688	17,688
Capital stock	3,800,000	3,400,000
Earned surplus	4,869,499	4,365,534
*After depr. of	5,224,199	4,449,017
Working capital	1,649,230	1,939,358

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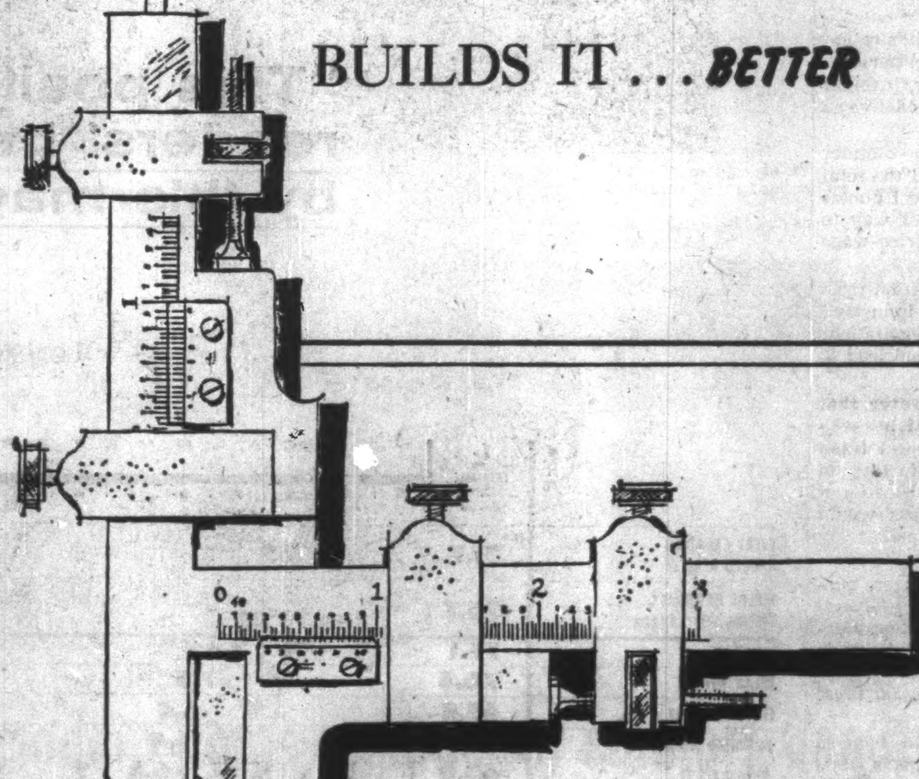

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How U.S. Plans Pressure to Keep Prices Steady

Special public hearings would put spotlight on demands for price, wage increases . . .

From Our Own Correspondent

WASHINGTON, D.C. — Washington is edging toward price and wage controls in one form or another.

There won't be direct controls, and price-wage policing laws are unlikely this year.

But next year, an election year, there seems to be a good chance that some indirect controls may be put into effect.

The controls, however, may be of the toothless variety. Current thinking in Washington is that rising prices and wages might be kept in check by putting the spotlight on any increases through special public hearings.

Four bills for some form of controls now are being considered by Congress and one other bill calls for stand-by price controls.

They are not expected to pass, but discussions on them have generated more Congressional concern about the price-wage spiral than for many years.

Both labor and management have shied away from these proposals, although suggesting they merit discussion.

The administration, while opposing direct controls, has been flirting with various actions designed to inhibit price and wage increases.

The president has repeatedly called for "statesmanship" by industry and labor leaders in holding prices and wages down.

Raymond Saulnier, chairman of the president's confidential Council of Economic Advisors, has personally asked individual officials of big industry to hold down prices.

Another example of Administration flirtation with indirect controls is the reference to possible price increases contained in the new mandatory oil import program. In announcing the program, the president said the government would keep a careful check on oil price increases.

"In the event price increases occur while the program is in effect," the president said, "the director (of the Office of Civil and Defence Mobilization) is required to determine whether such increases are necessary to accomplish the national security objectives of the proclamation."

The president also has made unhappy noises about the expected price-wage boosts in the steel industry with union contract negotiations coming up in June.

He told a recent press conference: "While this is a matter between the steelworkers and the steel companies, the whole public is affected by everything they do and it would be completely outside of — out of character for me to pretend to ignore it and wash my hands, like Pontius Pilate. I don't mean to do that.

"But I do mean to say if we are going to retain the methods and the procedures that belong properly in a free economy, they must do it and they must do it in such a way that the price is not compelled to go up."

There is a feeling in Washington, however, that the indirect method of price-wage controls would not be very effective.

"Sure, they may put a public spotlight on these increases," one authoritative observer told **FP**, "but I don't think that's going to inhibit industry and the unions very much."

If this failed to deter the price-wage spiral, there are two alternatives left: the administration could slap on direct controls, or it could try to control the spiral through increasing imports from lower-cost countries.

At present, the administration does not want to do either one. In a squeeze, however, it might prefer the second alternative to direct controls.

Harvard economist Sumner Slichter has advocated the total abolition of U.S. import quotas and tariffs as the best way to hold down the price-wage spiral.

He says the competition from imports would stiffen industry's position in labor negotiations and this, in turn, would lead to smaller price boosts.

It is significant, however, that many in industry and labor who have been strong liberal trade advocates may be starting to have second thoughts because of fear that more imports would mean less profit and smaller pay increases.

Labor, which has been particularly strong for liberal trade policies, may be considering some revision in its trade position. Slichter's arguments have produced some of these second thoughts.

Labor, in order to have a more pliable management when it comes to wage negotiations, may fear import competition would stiffen the back of management against so-called "soft" wage increases.

And industry at the same time might prefer paying higher wages and boosting prices rather than meeting import competition.

Some observers are fearful that this combination would be strong enough to influence the government away from any trade liberalization such as proposed by economist Slichter.

SPEAKING CONTEST

More than 30 elementary and secondary school students from Ontario will compete in the annual speaking contest sponsored by Ontario Hydro and the Ontario School Trustees & Ratepayers Association. The annual contest will be held during the 99th annual convention of the Ontario Educational Association in Toronto next week. Ontario Hydro donates cups, shields and prizes to winners.

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Ready Pilot Plant, Pipeline To Tap Big Alberta Gasfield

From Our Own Correspondent

CALGARY — The first stage of a $59.5 million gas recovery program in Alberta (**FP**, June 1, 1958) by a three-company team is expected to be completed in July.

Two projects are under way:

A $4 million pilot plant, 42 miles north of Edson.

A 50-mile six-inch pipeline from the plant to a junction with **Trans-Mountain** pipeline.

The team is **Hudson's Bay Oil & Gas, Canadian Fina and Pan American Oil Co.**

Present capacity of the plant is designed to handle 30 million cu. ft. of gas daily but there is provision to expand facilities to 150 million cu. ft. daily.

Main products of the plant will be liquid hydrocarbons, butanes and propanes estimated at 2,500 b/d. The remaining sour gas will be injected back into the reservoir to maintain pressure.

The projects are part of a huge program which would tap the gas reservoir in the Whitecourt area, 100 miles northwest of Edmonton.

Proven, probable and possible gas reserves in the area are estimated at 1.6 trillion cu. ft.

Plan New Probe for Oil In Vancouver's Backyard

From Our Own Correspondent

VANCOUVER — A major North American oil company has teamed with some juniors in hopes of finding oil and gas in Vancouver's backyard.

Richfield Oil Corp., already engaged in an exploration program in the Queen Charlotte Islands off the northern British Columbia coast, soon will send exploration crews into the Fraser Valley — and the very suburbs of Greater Vancouver.

Richfield's initial acreage assembly plan shapes up like this:

- **It has taken over exploration** permits covering 50,000 acres in the Fraser Valley from **Key Oil and Gas (1955) Ltd.**, and permits on another 112,273 acres in Boundary Bay area, Vancouver.
- **Richfield is negotiating** for another 44,533 acres in the Fraser Valley, permits in which **Van-Tor Oils and Explorations, Royal Canadian Ventures** and **Peace River Petroleums** share with others.

Oil stains found by Key Oil and Gas in a recent Fraser Valley test carried to 7,862 ft. attracted Richfield.

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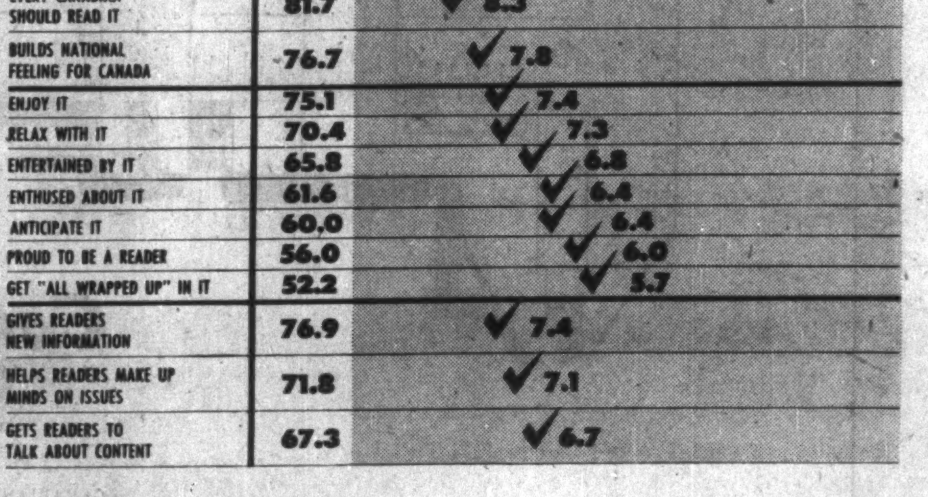

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RELAX WITH IT	70.4	✓ 7.3
ENTERTAINED BY IT	65.8	✓ 6.8
ENTHUSED ABOUT IT	61.6	✓ 6.4
ANTICIPATE IT	60.0	✓ 6.4
PROUD TO BE A READER	56.0	✓ 6.0
GET "ALL WRAPPED UP" IN IT	52.2	✓ 5.7
GIVES READERS NEW INFORMATION	76.9	✓ 7.4
HELPS READERS MAKE UP MINDS ON ISSUES	71.8	✓ 7.1
GETS READERS TO TALK ABOUT CONTENT	67.3	✓ 6.7

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No Building Too Modern For Stained Glass Craft

This Saint John craftsman sees a big market potential in Canada . . .

From Our Own Correspondent

SAINT JOHN — An ancient Christian craft—making stained glass windows — is flourishing in Saint John.

Mild, soft-spoken Frans Cuppens is one of the many immigrants who have brought valuable new skills to Canada from Europe in recent years.

The 38-year-old craftsman was down to $2.50 when he landed his first order in Canada. Since then Cuppens, who is married with three children, has never looked back.

He arrived in Saint John in 1950 after learning his trade from childhood in Holland.

Stella Maris Church in East Saint John gave him his start.

Ordinarily it would have been a month's work. "I worked night and day and had it ready in one week."

Impressed, the Stella Maris officials gave the youthful Cuppens an order for 20 additional windows.

He came to Canada with "capital" of $50, all he was allowed to take out of Holland. He also brought a long training in the meticulous work of making stained glass and a desire to work hard.

He felt that in the long run Canada offered better prospects for his children.

East of Montreal there was no craftsman in his field.

But to get orders and show his skill was another matter.

A native of Nijmegen, Cuppens was apprenticed in that city, in a family tradition of stained glass craftsmanship going back for generations.

Starting at 14, he combined practical work with spare time study of architecture, drafting and fine arts — all essentials for command of his profession.

"In this profession you have never learned everything," he claims. "There is always more and more . . . there is no end to it."

Shortly before coming to Canada he had his own studio in Holland, from where he carried out commissions in several European countries. Because the special glass needed is not obtainable in Canada, he returns to the continent on a yearly buying trip.

Part of his rapid success in Saint John is traced to the use of original designs for every window. He works with Fred Ross, a youthful local artist, who plans initial drawings of appropriate nature.

There will always be a demand for stained glass windows, Cuppens feels, because of the intimate association of the art with Christianity.

According to Cuppens there is a big potential Canadian market for stained glass in government buildings and in private buildings.

The window is prepared by staining the clear glass with combinations of oxides of various metals. Claims that the art was at its peak generations ago are not necessarily correct, because "the craftsman today, has many new oxides and combinations to work with," he says.

Prices for the finished product vary widely, if the pattern is particularly intricate, and in relation to the cost of the special glass.

Raw glass prices range from 60c a sq. ft. to panels valued up to $20 a sq. ft.

Now solidly established in his new homeland, Cuppens has a growing reputation in the Atlantic Region and an expanding clientele. His workshop and studio is in the basement of the family's neat Somerset Street home in Saint John's North End.

Getting started in a new country, according to Frans Cuppens, is a matter of confidence, hard work and perseverance.

FRANS CUPPENS and window.

APPLE BLOSSOM FESTIVAL

From Our Own Correspondent

SAINT JOHN — An Apple Blossom Festival is being planned as an annual New Brunswick affair. It will be patterned on the successful yearly Annapolis Valley Festival in Nova Scotia. Decision to set up a committee to study the festival proposal was taken at annual meeting of New Brunswick Apple Growers' Association. The province harvests up to 450,000 bu. of apples, principally in the St. John River valley.

THE INVESTMENT FUNDS

Investors Growth Fund Adds to Equity Holdings

Investors Growth Fund of Canada Ltd., Winnipeg, net assets at Jan. 31, 1959, amounted to $17,962,432, a jump of 64.1% from $10,944,827 three months earlier.

Common stocks accounted for 90.1% of total net assets. Bonds, notes and cash made up the balance of 9.9%.

In the six months since fund's fiscal year-end—Aug. 31, 1958—net asset value per share rose 11.8% to $6.23 from $5.57.

In the three months ended Jan. 31, 1959, fund disposed of two bond issues and increased its holdings of short-term notes. Five common stocks were added to its portfolio and holdings in 29 others were increased.

Here are the changes in detail:

	Amount held at Jan. 31/59	Change since Nov. 1/58
Bonds & Notes:	$	$
Trans-Can. P.L. 5.85% '87	...	—65,000
Woodward Stores '78	...	—85,000
Short-term notes	2,500,000	+500,000
Common:	—Shares—	
Abitibi Power & Paper ..	10,275	+4,775
Algoma Steel	13,000	+5,000
Aluminium Ltd.	5,750	+3,000
Anglo-Can. Pulp & Paper .	4,075	+2,050
British American Oil	16,000	+8,000
Calgary Power	2,920	+920
Cdn. Bank of Commerce .	9,250	+5,700
Do. rights	9,375	+9,375
Canadian Breweries	10,000	+2,500
Cdn. Superior Oil of Calif.	15,000	+10,000
Dominion Fdrs. & Steel ..	13,200	+1,200
El Paso Nat. Gas	9,000	+5,000
Gypsum, Lime & Alabast.	12,000	+12,000
Hudson Bay M. & S.	6,000	+2,000
Imperial Bank of Can. ..	2,500	+2,000
Imperial Oil	5,000	+3,000
Indust. Accept. Corp. ...	9,000	+3,000
Int'l. Nickel Co. of Can. .	4,000	+2,000
Interprovincial P.L.	8,000	+4,000
MacMillan & Bloedel "B".	5,000	+5,000
Massey-Ferguson	48,700	+30,500
McColl-Frontenac Oil	4,500	+2,000
Moore Corp.	3,360	+1,085
Noranda Mines	7,000	+2,075
Royal Bank of Can.	8,800	+6,000
Shaw. Water & Power ..	14,000	+1,750
Simpsons	22,000	+12,000
Howard Smith Paper	8,375	+3,675
Steel Co. of Can.	6,000	+2,000
Steinberg's "A"	16,000	+16,000
Trans-Canada P.L.	5,300	+1,300
Trans-Mount. Oil P.L. ...	12,000	+12,000
George Weston "B" ...	3,945	+520
Woodward Stores "A" ..	20,400	+7,600

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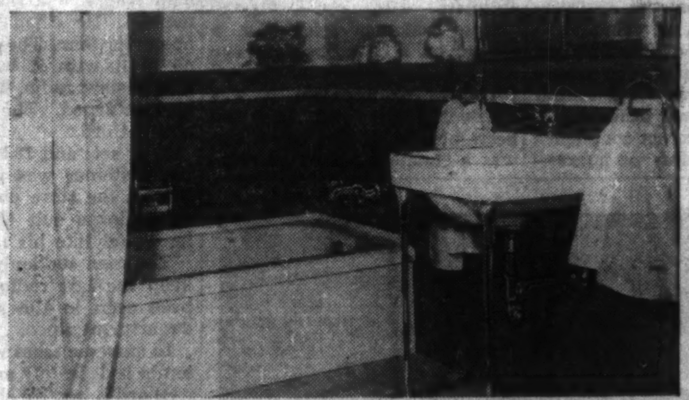

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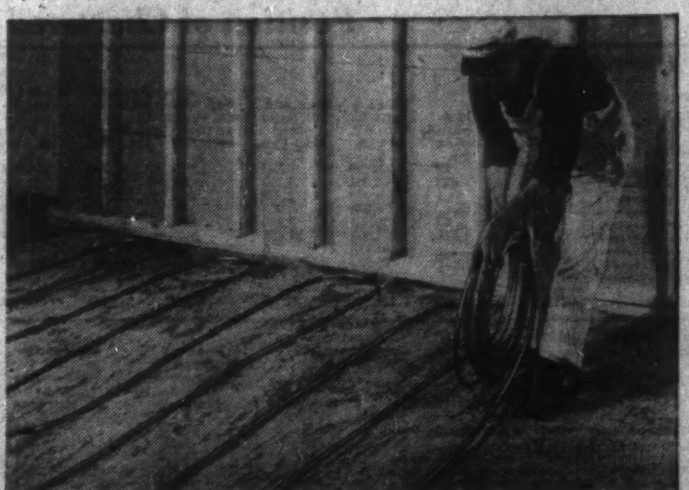

Copper tubing in radiant panel, baseboard or convector heating helps insure lasting comfort.

THE INTERNATIONAL NICKEL
COMPANY OF CANADA, LIMITED
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Your Money Back If Not Satisfied

Canadian retailers find it good business even exchanging 25-year-old shirts . . .

By EMILY McWHINNEY

"Goods satisfactory or money refunded" has been the policy of **T. Eaton Co.** for nearly 100 years.

Many other big Canadian retailers such as **Simpsons Ltd., Simpsons-Sears Ltd., Hudson's Bay Co.** and **Woodward Stores** also find this policy makes good sense.

They find it is good business. It creates goodwill and confidence. It attracts steady customers. But it is a costly business.

It is estimated that $300 million worth of goods were returned to stores for exchange or cash refund last year.

Goods exchanged ranged from bobby pins to diamonds.

Clothing and wearing apparel are top items returned.

One reason for this is that individual manufacturers apply different standards for sizes. Consequently some customers are confused and order the wrong size.

A solution would be a nation-wide standardization of sizes for entire wearing apparel industry. At the very least, standardization would help considerably to reduce the high turnover.

A start has been made with standard specifications for a range of children's wear garments.

Ontario and Quebec customers lead all Canadians in requesting exchanges. British Columbia has the lowest frequency.

An interesting fact: customers who live near large shopping centres and near large cities have an exchange ratio nearly twice that of rural customers.

This is partly due to convenience and partly to the type of goods they all buy.

Urban customers tend to buy more high price point and fashion line in which personal preference plays a large part.

Rural customers, on the other hand, tend to order more staple lines with a higher utility rather than appearance value.

Retailers agree that this expensive service of readily granting exchanges is an essential part of the retail business.

"We cannot expect confidence of customers unless we guarantee satisfaction," one leading retailer told **FP**. "We feel it would not be fair to the customer if we banned return merchandise.

"But, it must be remembered that it is the customer who pays for this exchange privilege.

"The merchant adds the exchange service cost to his price. This can be as high as 17%, depending upon the volume and nature of goods returned," he said.

There is no price limit on goods that can be exchanged.

One store manager recalls exchanging 11 bobby pins which retail at 390 for 79c.

"The customer considered the tips of the pins too rough."

A $3,000 diamond ring was returned with the honest explanation: "I've changed my mind about asking her."

Another store received a $1,400 geiger counter back for a cash refund, well over a year after the purchase had been made. Presumably the customer had found uranium or had given up the search.

There is, generally speaking, no time limit on the return of goods, providing the original sales slip is presented.

Two shirt incidents support this.

▶ **A customer,** clearing out an old trunk in his attic, discovered a new, unworn shirt he bought 25 years ago. It was, by now, too small for him. He was refunded his full purchase price, as shown on his sales slip, of 75c.

▶ **A widow recently returned two shirts, never worn by her late husband** who bought them years ago. In this case, the widow added $48.49 to her $1.50 refund and bought herself a sylish afternoon dress.

On the other hand, one retailer turned down a woman who asked for cash refund on an ostrich feather hat bought 25 years ago. "The hat looked worn."

Stores encounter cheats and chiselers.

One customer asked for a refund on a coat "because she was dissatisfied with the shape." On close examination it was discovered the coat had not been bought at the store, but was a "home-made effort cleverly patterned like a similar model sold by the company."

A hunter was denied cash for four decoy ducks which, he swore, "had disintegrated in the lake." This story was "too incredible."

A Toronto woman had the habit of ordering a pearl necklace, diamond watch and a mink stole on a Friday afternoon and returning them on Monday morning.

After the third occasion, the store manager politely told the woman "as our store can't please you with necklaces, watches and stoles, perhaps madam would care to take other items on approval."

She saw the point.

And there was the Montreal man who had a radio for four months. He then complained about its tone. The store found no fault with it but gave the man a new radio. This set was also returned. The store gave him a third.

Four sets and 18 months later the customer was politely told that as the store obviously had no radio to suit him, perhaps he would like his money back.

The man suddenly decided to keep the last radio and hasn't been seen in the store's radio department since.

In extreme cases where a customer is definitely unreasonable, a record is kept. Where the same demands are repeated time and time again, a store will withdraw the money-back-if-not-satisfied guarantee.

What happens to returned merchandise?

- If in perfect condition and unused it is returned to stock.
- If there are slight flaws it is offered at reduced price.
- Other items, for sanitary reasons, are burnt.
- Some items, not too severely damaged (and return packaging is a "headache") are passed on to charitable institutions.

"We try to please all customers" FP was told. "The guarantee is given to keep customers coming. If not satisfied with their initial order, the customer is invariably encouraged to buy something else or exchange their article into a more highly priced item.

Exchange need not be a negative transaction.

A good salesman may even increase his sales that way.

Alberta Dry As Seedtime Approaches

From Our Own Correspondent

CALGARY — Southern Alberta farmers are casting anxious eyes at the sky these days as low moisture conditions cause more than the usual concern (**FP**, Feb. 14).

Little rain last fall coupled with light snowfall during the winter has left little surface or sub-surface soil moisture for seeding.

Sporadic dry winds in some areas have taken some of the top soil, creating small dust storms.

Many farmers are cultivating their land to preserve top soil and what little moisture there is.

Fred Bell, district agriculturist for the Calgary area, expressed concern but adds that the time is not yet ripe to be "howling calamity."

"We had somewhat similar conditions last year, and we wound up with one of the best crops in years." Bell told **FP**. "Snow and rains can change the picture and still allow plenty of time for seeding by the middle of May."

Alberta Wheat Pool officials also expressed concern but see "no cause for alarm yet."

"It is too early to forecast the effects present moisture conditions will have on seeding operations, even a month from now," said one official. "We could get a substantial amount of rain by then."

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Company Reports

Paper Products

HENDERSHOT PAPER PRODUCTS LTD., Hamilton, Ont., sustained a net loss of $104,270 for 1958, compared with a net profit of $157,089 for 1957.

Net loss was after applying capital gains of $66,941 on sale of fixed assets.

Chief reasons for lower operating results were highly competitive conditions and substantial non-recurring moving and start-up expenses at the new Burlington plant, President J. C. Colclough reports.

Fourth-quarter billings were 13% ahead of same period in 1957.

Production of "Control-Pak" containers, which have a variety of applications in the produce, dairy, fish and meat-packing industries, started recently and results are most encouraging, the president says.

Company sold one property in Hamilton, and expects to sell a second in the near future.

Outlook for the short and particularly the long term is highly favorable, Mr. Colclough says.

INCOME ACCOUNT

Net oper. inc.	$29,221	$197,410
Add: Prof. sale f.a.	66,941	......
Net earnings	96,162	197,410
Less: Deprec.	‡116,937	59,912
Prov. for taxes	......	▲19,591
Debt. int. & amort.	83,495	......
Net profit	▼104,270	157,089
Less: Pref. divds.	42,000	42,000
Com. divds	31,097	62,123
Surplus for year	▼177,367	52,966

▲Recovery.
▼Deficit.
‡Deprec. provided on straight-line basis on new bldg. and new additions, and on reducing balance basis for other assets. Previously, all deprec. provided at maximum rates claimable for tax purposes, except that no deprec. provision was made on new bldg. and equip.

Earnings per Share and Dividend Record:		
6% Pref.	d$14.90	$22.44
Paid	6.00	6.00
Common	d0.94	0.74
Paid	0.20	0.40
Shares o/s as at Dec. 31:		
6% Pref., $100 par	7,000	7,000
Common, n.p.v.	155,705	155,395

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$500	$1,800
Accts., etc., rec.	248,266	248,414
Notes & bds. held	......	804,800
Inventories	362,848	351,927
Prep. exp., etc.	38,387	33,208
Total curr. assets	650,001	1,439,949
Fixed assets	2,332,939	2,638,623
Patents, etc.	45,000	45,000
Other assets	143,000	64,000
Purch. cont. dep.	......	38,091
Total assets	3,170,940	4,225,663
Due bank	238,071	57,750
Accts., taxes pay.	277,544	996,392
Total curr. liab.	515,615	1,054,142
Funded debt	1,469,000	1,485,000
Depreciation res.	....	410,379
Capital stock	944,065	942,515
Earned surplus	242,260	333,627
Working capital	134,386	385,807

Textiles

BATES & INNES LTD., Carleton Place, Ont., sustained a net loss of $77,573 for 1958, compared with a net loss of $19,565 for 1957.

Competition from imported goods and reduction of company's finished goods inventory affected profits adversely, President R. W. Bates reports.

Order for January-February, 1959, were up 23% over year earlier. "We see encouraging signs for improvement in the current year," the president says.

Directors have deferred the half-yearly dividend ordinarily paid May 1, but will give this further consideration before the second half, Mr Bates states.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Net sales	$416,000	$474,000
Net loss	69,948	4,315
Less: Cl. A divd.	7,625	15,250
Deficit for year	77,573	19,565

Note—No depreciation provided in either year.

Earnings per Share and Dividend Record:		
Class A†	d$4.59	d$0.28
Paid	0.50	1.00
Common†	d2.84	d0.65

None paid.
†Before participation.
No earnings available for participation.
Note—Class A divds. in arrears 50c per sh. at Nov., 1958.

Shares o/s at Dec. 31:		
Class A, n.p.v.	15,250	15,250
Common, n.p.v.	30,000	30,000

CONDENSED BALANCE SHEET

As at Dec. 31:	1959	1957
Cash	$2,877	$5,400
Accts. rec. less res.	50,145	71,259
Inventories	521,662	591,317
Total curr. assets	574,684	667,976
Misc. assets	11,309	17,784
Fixed assets*	480,587	479,367
Total assets	1,066,580	1,165,127
Demand loan	215,000	235,000
Sh'holders' note	40,000	40,000
Accts., etc., pay.	7,373	11,147
Taxes pay.	....	52
Total curr. liab.	262,373	286,199
Capital stock	625,000	625,000
Earned surplus	179,207	253,928
*After depr. of	675,859	675,859
Working capital	312,311	381,777

BELDING-CORTICELLI LTD., Montreal, net profit of $139,982 for 1958 was 28% higher than 1957's $109,393.

Despite a 4.2% drop in sales, profit increased due to economies in operation brought about by purchase of new machinery, development of improved methods in mills, and other cost-saving steps, President L. B. Ramsey reports.

Demand increased for no-seam hosiery. The thread, ribbon and elastic divisions produced satisfactory results. Tape business was adversely affected by imports, and knitted outerwear operations were disappointing.

Purchase of new machinery totaled $100,197 ($146,909 in 1957).

Company has contract with a leading U.S. children's knitwear firm giving it access to that firm's styling, operating methods, etc. Mr. Ramsey feels that this, coupled with new machinery purchased, will put company in a much better competitive position in that branch of its business.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Net oper. inc.	$331,680	$344,479
Add: Prof. sale inv.	874	....
Less: Loss sale f.a.	525	7,127
Net earnings	332,029	337,352
Less: Depr.	134,138	119,156
Income tax res.	57,909	8,803
Net profit	139,982	109,393
Less: Pref. divds.	59,199	59,199
Common divds.	....	11,536
Surplus for year	80,783	38,658
Earnings per Share and Dividend Record:		
Preferred	$1.66	$1.29
Common	1.05	0.65
Paid	nil	0.15
Shares o/s as at Dec. 31:		
Preferred, $10 par	84,570	84,570
Paid	0.70	0.70
Common, n.p.v.	76,910	76,910

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash & govt. bds.	$202,701	$84,160
Accts. rec. less res.	699,113	653,749
Inventories	1,451,512	1,369,618
Total curr. assets	2,353,326	2,107,527
Invest.	42,000	....
Misc. assets	61,047	80,099
Fixed assets†	1,296,573	1,332,208
Total assets	3,752,946	3,519,834
Accts. etc., pay.	348,796	178,569
Total curr. liab.	348,796	178,569
Due pens. fund	17,002	41,848
Reserves	521,212	539,111
Capital stock	1,614,800	1,614,800
Capital surplus	40,312	74,000
Surplus	1,210,824	1,071,506
†After depr. of	3,887,963	3,773,744
Working capital	2,004,530	1,928,958

Public Utilities

INTERNATIONAL UTILITIES CORP., New York, consolidated net profit of $3,768,052 for 1958 was 3.7% higher than 1957 net of $3,634,795.

Gross capital expenditures of $24,415,000 were highest in company history. Company added a record 16,475 new gas and electric customers.

Investment profits were $2,656,052 before, and $2,134,752 after, deducting income taxes. Unrealized appreciation on investments was $4,214,373.

Consolidated net income, before parent company charges, in 1958 was derived 64.3% (63% in 1957) from natural gas, 21.9% (20.6%) from electricity, and 13.8% (16.4%) from other investments.

Holdings of stock, debentures and bonds of **Trans-Canada Pipe Lines** were sold in 1958, but company retained its commitment to buy, if required to do so, up to $1,591,800 Trans-Canada 5½% convertible income notes.

Company held 64,475 **Quebec Natural Gas** common shares at end of 1958.

Company had 6,362 shareholders and 1,386 permanent employees at year-end, and employed an average of 582 temporary workers throughout the year.

Annual meeting is April 22.

CONSOLIDATED INCOME ACCOUNT

Years Ended Dec. 31:	1958 $	1957 $
Oper. rev.	28,907,596	26,712,214
Net earnings	12,885,640	11,413,543
Add: Exchg. prem.	19,454	34,851
Less: Amort. & depr.	3,406 235	3,096,403
Interest (subs.)	2,618,789	1,855,059
Subs. pref. divs.	1,093,411	904,078
Other interest	160,474	47,493
Subs. disc. & ex.	61,487	51,668
Income taxes	1,777,474	1,834,908
Minority int.	19,152	23 990
Net profit	3,768,052	3,634,795
Less: Com. divds.	2,690,248	2,413,208
Surplus for year	1,077,804	1,221,587
Earnings per Share and Dividend Record:		
Pref.	......	▲
Paid	......	‡$0.23
Common: Paid	......	1.30+stk.*
New common	1.54	1.49
Paid	1.00+0.10	0.25

▼Based on shares o/s at year end.
▲Redeemed Apr. 1, 1957.
*One common share for each share held.
‡Paid Apr. 1, 1957, on redemption; declared in 1956 accounts.

Shares o/s as at Dec. 31:		
Common, $5 par	2 448,339	2,443,083

CONDENSED CONS. BALANCE SHEET

As at Dec. 31:	1958	1957
Cash & govt. bds.	$2,271,853	$3,951,198
Short term certs.	12,054,560	5,231,623
Accts. rec. less res.	3,878,865	3,378,333
Inventories	4,334,916	5,160 378
Prep. exp.	133,239	213,686
Total curr. assets	22,673,433	16,935,218
Misc. assets	1,476,520	1,054,236
Other invests.	7,395,609	10 666,016
Fixed assets	143,600,237	119,213,372
Total assets	174,645,799	147,868,842
Bank loans	4,630,000	1,254,387
Accts., etc., pay.	9,269 024	7,523,443
Income tax	1,858,946	2,043,790
Total curr. liab.	15,757,970	10,821,620
Depr. & amort. res.	26,805,901	23,366,444
Other res.	1,440,766	1 335,443
Funded debt	61,675,250	50,418,500
Mn. int. in subs.	25,727,846	21,718,244
Capital stock	12,241,696	12,215,416
Capital surplus	6,929,916	6,888,546
Earned surplus	24,056,455	21,104,629
Working capital	6,915,463	6,113,598

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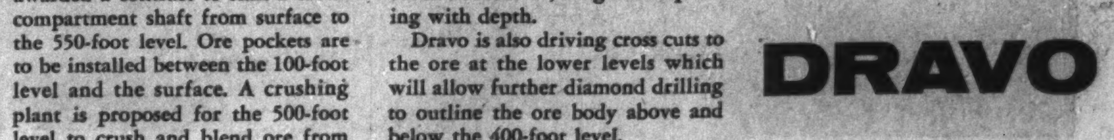
Architects Expand

John B. Parkin Associates, Toronto architect and engineering firm, has awarded a contract for an 8,000-sq.-ft. addition to its Don Mills Rd. office building to **R. G. Kirby and Sons**, Toronto. The additional space will give the company some 26,000 sq. ft. of space in its main office building which houses over 150 architects and engineers. Company also maintains permanent offices in Montreal and Sault Ste. Marie.


bridge piers · docks and handling facilities · foundations · pumphouses and intakes · slopes, shafts, tunnels · marine equipment

Dravo develops underground work in iron ore mine at Hull, Quebec

Hull Iron Mines Limited discovered profitable iron deposits below the old workings of an abandoned open pit near Hull, P. Q.

Dravo was contracted to drive an incline at a 15-degree slope through limestone to reach the ore. The incline, 18 feet wide by 12 feet high, was driven 1000 feet. Dravo was also awarded a contract to sink a three-compartment shaft from surface to the 550-foot level. Ore pockets are to be installed between the 100-foot level and the surface. A crushing plant is proposed for the 500-foot level to crush and blend ore from the lower levels before sending it to the surface by conveyor for shipment to steel mills.

Metallurgical tests carried out with material mined from the 200-foot level proved the ore to be of good commercial grade and diamond drilling has indicated deposits of even better grades of ore below the 200-foot level, the grade improving with depth.

Dravo is also driving cross cuts to the ore at the lower levels which will allow further diamond drilling to outline the ore body above and below the 400-foot level.

Dravo's engineering and construction know-how, in addition to their mining abilities, may be valuable to you in a number of ways. The illustrations below show some of these capabilities. Find out how Dravo can serve you by contacting DRAVO OF CANADA LIMITED, 159 BAY STREET, TORONTO 1, ONTARIO.

DRAVO

Position of Chartered Banks of Canada as at February 28, 1959 Shown by Monthly Returns to Minister of Finance

(Amounts in thousands of dollars)

ASSETS

NAME OF BANK	Gold & coin in Canada $	Gold & coin outside Canada $	Notes & deposits with Bk. of Can. $	Gov. and bk. notes other than Can. $	Dep. with oth. banks in Can. currency $	Deposits with oth. bks. in currencies oth. than Can. $	Cheques and oth. items in transit, net $	Gov. of Can. treasury bills $	Dom. Gov. Short Term Sec. $	Dom. Gov. Long Term Sec. $	Prov. Gov. Sec. $	Municipal Sec. $	Other Can. Sec. $
Montreal	5,157	29	185,629	2,744	1,578	47,424	250,285	193,230	173,998	425,959	96,247	35,476	122,655
Nova Scotia	1,979	433	83,051	7,295	20	25,791	92,158	83,594	86,177	133,952	20,094	16,995	42,854
Toronto-Dominion	2,747	1	106,590	2,472	326	26,383	107,576	99,539	62,414	199,833	70,373	29,202	44,213
Provinciale	688	......	19,638	344	44	885	13,798	28,289	16,575	36,008	18,263	11,996	8,686
Commerce	4,082	83	163,632	3,425	435	80,444	147,798	196,31	242,146	289,740	55,423	34,054	77,018
Royal	5,365	1,031	224,506	22,058	537	172,756	179,145	211,809	201,163	478,878	107,550	38,567	219,525
Nationale	1,551	......	44,169	753	4	*4,317	42,072	53,759	30,871	94,761	34,077	22,833	10,020
Imperial	1,776	......	73,695	[illegible]	73	15,820	50,837	80,457	55,485	104,117	19,676	10,185	16,818
Mercantile	15	......	1,236	37	83	11,219	412	1,196	1,250	1,245	......	17	1,943
Total	23,390	1,577	902,246	41,158	3,100	355,041	894,081	958,176	870,079	1,764,553	421,703	200,325	543,732

NAME OF BANK	Securities oth. than Can. $	Mtges. $	Call and short loans in Can. $	Call and short loans outside Can. $	Loans to Can. Prov. Gov. $	Loans to municipalities $	Other current loans in Can. $	Other current loans outside Can. $	Non-current loans $	Bank premises $	Shares and loans to corporations $	Letters of credit $	Other assets $	Total assets $
Montreal	82,479	191,285	21,494	115,363	20,493	55,162	1,043,051	43,002	491	42,110	2,325	40,574	1,767	3,201,027
Nova Scotia	54,069	42,346	14,022	127,271	7	27,965	567,290	269,935	1	19,078	6, 10	23,983	978	1,747,748
Toronto-Dominion	41,801	76,242	18,423	128,127	2,410	19,654	603,729	29,475	91	22,556	......	16,073	348	1,708,650
Provinciale	124	3,895	5,033	......	1,480	17,203	123,986	......	1	4,889	2,870	1,436	446	316,757
Commerce	162,545	160,753	32,831	143,615	5,317	33,376	950,318	78,553	417	33,290	18,024	31,798	2,297	2,918,627
Royal	263,851	273,210	37,098	158,986	9,288	46,235	1,045,517	239,003	285	39,722	7,363	65,254	686	4,050,287
Nationale	1,720	20,335	17,357	......	3,002	35,364	300,238	190	40	9,556	......	2,306	148	730,209
Imperial	......	46,542	8,983	14,655	175	14,237	405,444	8,706	43	9,279	3,058	18,114	232	971,256
Mercantile	1,308	......	375	......	......	......	10,696	9,690	33	306	......	1,603	85	42,848
Total	607,897	814,628	155,617	686,017	42,772	249,416	5,050,249	678,554	1,403	180,783	42,949	201,141	7,007	15,687,463

(Amounts in thousands of dollars)

LIABILITIES

NAME OF BANK	Deposits by Govt. of Canada in Can. currency $	Deposits by Canadian prov. govt. in Can. currency $	Deposits by oth. banks in Can. currency $	Deposits by other banks in curr. oth. than Can. $	Personal savings dep. in Can. $	Notice deposits in Can. curr. $	Demand deposits in Can. currency $
Montreal	96,364	30,253	38,190	55,024	1,561,172	107,803	[illegible]70,981
Nova Scotia	48,236	5,664	7,697	145,686	703,750	54,904	[illegible]33,427
Toronto-Dominion	34,787	11,562	14,399	63,025	819,545	73,139	[illegible]23,887
Provinciale	16,535	4,966	581	73	178,646	21,226	[illegible]75,286
Commerce	84,353	24,264	19,537	126,811	1,318,669	100,102	[illegible]58,307
Royal	92,938	26,016	29,616	163,576	1,526,849	145,121	1,[illegible]34,973
Nationale	37,072	4,348	2,281	200	424,474	57,044	[illegible]66,068
Imperial	24,889	46,775	9,652	17,347	468,726	53,383	[illegible]53,506
Mercantile	181	20	2,100	10,380	2,109	4,807	[illegible]257
Total	435,555	153,868	124,053	582,071	7,003,940	617,529	2,[illegible]

NAME OF BANK	Other deposits in currencies oth. than Can. $	Adv. from Bk. of Can. secured $	Acceptances, guarantees and letters of credit $	Other liabilities $	Capital paid up $	Rest account $	Undivided at latest fiscal year end $	Total Liabilities $
Montreal	214,615	......	40,574	10,285	54,000	120,000	1,306	3,201,027
Nova Scotia	338,853	......	23,983	5,879	19,901	89,703	86	1,747,748
Toronto-Dominion	165,579	......	16,073	4,783	23,918	87,404	849	1,708,650
Provinciale	377	......	1,436	1,366	6,711	9,385	159	316,757
Commerce	269,883	......	31,798	11,611	50,323	111,712	1,167	2,918,627
Royal	696,975	......	65,254	17,051	60,468	188,887	363	4,050,287
Nationale	4,343	......	2,306	1,416	7,000	22,000	833	730,209
Imperial	20,651	......	18,114	3,292	11,200	32,000	1,718	971,256
Mercantile	14,973	......	1,603	28	1,500	400	1	42,848
Total	1,728,449	......	201,141	55,711	235,021	661,501	6,642	15,687,463

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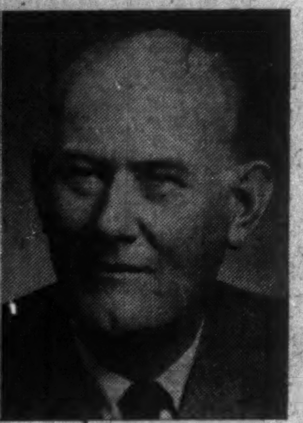
ANNOUNCEMENT

PILKINGTON APPOINTMENTS

H. N. GLOVER



B. T. TINLING

The appointment of Mr. H. N. Glover to succeed Mr. B. T. Tinling as advertising manager of Pilkington Glass Limited has been announced by Mr. D. H. Jupp, president of Pilkington Brothers (Canada) Limited. Mr. Tinling who has been with Pilkingtons in Canada since 1941 has been appointed advertising manager of the Pilkington companies in Great Britain. Mr. Glover, a director of the Canadian Company, has been manager of the Ontario division since January, 1957, and served as general manager of the Edmonton Paint and Glass Co. Ltd., manager of the Pilkington branch in Vancouver, and in sales, head office, Toronto. Earlier he was with Pilkington Brothers Limited in Shanghai.

Mr. Tinling joined the Pilkington Company in Canada in the paint sales department and became president of its subsidiary, International Varnish Co. Ltd. Mr. Glover will also manage the paint subsidiary.

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TO-1337

TOLEDO SCALE COMPANY OF CANADA LIMITED, WINDSOR, ONTARIO

TOLEDO

HEADQUARTERS FOR SCALES

Company Reports

Oil

CANADIAN PETROFINA LTD., Montreal, consolidated net profit in 1958 amounted to $665,290, down from the previous year's $1,707,120. A substantial increase is forecast for 1959.

Refinery runs increased and sales of petroleum products rose 14%, but crude oil production declined by 26%. Company's financial results were adversely affected by the unfavorable industry conditions President A. Campo states.

During the year, 87 wells were drilled on properties in which company or its subsidiaries, **Western Leaseholds Ltd.**, or **Calvan Consolidated Oil & Gas Co.**, held varying interests. At year-end, company held in net terms 191 oil wells and 29 gas wells capable of production.

Crude oil production, before royalty, amounted to 2.4 million bbl., equivalent to 6,600 b/d. The 26% decrease from 1957 was due to reduced production allowables in Alberta.

Company's refinery at Pointe-aux-Trembles processed over 7.7 million bbl. of crude last year, 18% more than in 1957. Construction raised throughput from 20,000 bbl. per day to 30,000 bbl. per day.

With completion of the refinery program, no major capital expenditures are foreseen for 1959. Company will start making aviation turbo fuel in 1959.

The Portland Montreal pipeline in which company holds an interest delivered crude to refineries in Montreal at an average rate of 215,197 b/d in 1958, operating at 85% of capacity.

CONSOLIDATED INCOME ACCOUNT

Years End. Dec. 31:	1958	1957
Operat. income	$53,435,196	$52,609,665
Less: Oper. adm. exps.	46,744,519	44,213,508
Net oper. profit	6,690,677	8,396,157
Add: Other inc.	859,910	1,221,393
Net earnings	7,550,587	9,617,550
Less: Deprec.	5,728,408	5,861,043
Int. on long-term debt	1,091,275	1,163,501
Prov. inc. tax	......	778,000
Minority int.	65,614	107,366
Net profit & surp. for year	665,290	1,707,120
Earns. per sh.		
Preferred	$0.11	$0.29
Paid	......	▲
Ordinary	d0.15	d0.09
Paid	......	▲

▲Stock dividend of 6 preferred shares for each 100 preferred shares and each 1,000 ordinary shares.

Shs. o/s at Dec. 31:		
Pref., $10 par	5,966,374	5,966,374
Ord., $1 par	20,000,000	20,000,000

CONSOLIDATED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$2,774,559	$3,126,571
Short-term invest.	731,789	824,727
Accts. rec., less res.	8,970,243	6,960,104
Inventories	15,338,942	14,558,760
Prepaid exps.	434,164	461,127
Total curr. assets	28,249,697	25,931,289
Inc. tax under appeal‡	4,320,619	4,320,619
Invest. in oth. cos.	2,583,729	2,422,143
Notes of affil.	5,200,000	5,750,000
Invest. in affil.	1,969,250	1,969,250
Expl. & prod. deposits	144,894	194,674
Mtges. & other adv.	4,998,479	4,487,712
Deferred chges	1,934,957	1,565,430
Prem. pd. on acqu. subs.	3,158,174	3,158,174
Props., plant & equip.*	105,588,164	103,970,888
Total assets	158,147,963	153,770,179
Long-term debt pay.	1,000,000	1,000,000
Notes pay.	5,610,938	6,706,113
Due parent co.	5,963,672	3,673,564
Accts. payable	6,286,654	4,955,143
Inc. tax pay.	1,010,131	947,801
Tot. curr. liabs.	19,871,395	17,282,621
Adv. by parent co.	4,823,440	3,500,000
Long-term debt	25,661,901	26,536,000
Minority int.	2,028,214	2,082,297
Capital stock:		
Res. inc. tax under appeal‡	4,320,619	4,320,619
6% part. pref.	59,663,740	59,663,740
Ordinary	20,000,000	20,000,000
Paid-in surplus	20,150,012	20,150,012
Earned surplus	1,628,642	234,690
*After depr. of	23,491,377	19,295,582
‡Western Leaseholds Limited.		
Working capital	8,378,302	8,648,668

Textiles

PENMANS LTD., Paris, Ont., consolidated net profit for 1958 of $687,283 was 22.8% higher than the $559,648 earned in 1957.

Basis of valuing marketable securities, however, was changed from the lower of cost or quoted values plus accrued interest to cost plus accrued interest less a reserve based on quoted values at Jan. 1, 1958.

On this basis, consolidated net profit in 1957 amounted to $671,778. Net profit for 1958 is 2.3% above this level.

Sales for the first six months of 1958 were disappointing, but thereafter they continued to improve, President G. W. Grier, reports.

"Competition from imported textiles continues to absorb a large share of the domestic market. Wool values declined slightly, but the price levels of other fibres entering into our products fluctuated only narrowly."

Capital expenditures in 1958 amounted to $88,690.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Net earnings	$1,741,026	$1,463,977
Less: Deprec.	197,966	219,391
Bond interest	28,500	30,608
Prov. red. sec. value to markt quot.	....	112,130
Income tax	827,277	542,200
Net profit	687,283	559,648
Less: Pref. divds.	64,500	64,500
Common divds.	348,397	329,042
Surplus for year	274,386	166,106
Times Bond Interest Earned:		
Before deprec.	61.09	47.83
After deprec.	54.14	40.66
Earnings per Share and Dividend Record:		
Preferred	$63.93	$52.06
Paid	6.00	6.00
Common (new▲)	3.22	2.56
Paid	1.80	1.60
▲After 3-for-1 split.		
Shares o/s as at Dec. 31:		
Preferred, $100 par.	10,750	10,750
Common, n.p.v.	193,554	193,554

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$216,355	$347,954
Mkt. secs.†	3,699,417	2,893,619
Accts. rec.	1,826,473	1,369,938
Inventories	2,966,780	3,516,250
Prep. exp.	25,086	43,874
Total curr. assets	8,734,111	8,171,635
Misc. assets	115,466	108,850
Fixed assets*	1,323,570	1,432,771
Total assets	10,173,147	9,713,256
Total curr. liab.	1,098,492	978,930
Funded debt	964,000	1,009,000
Gen. reserve	1,000,000	1,000,000
Capital stock	3,225,600	3,225,600
Earned surplus	3,885,035	3,499,726
*After depr. of	7,053,931	6,877,974
†Market value	4,275,000	3,043,180
Working capital	7,635,619	7,192,705

Appliances

EASY WASHING MACHINE CO., Toronto, net profit for 1958 amounted to $278,932, up 45% from the previous year's $192,452.

Company's sales of conventional wringer-type washers equaled those made in the previous year but sales of automatic washers and dryers doubled, President S. J. Randall states.

In the company's **Alliance Motor Division**, cool weather cut into sales of Vornado air conditioners and fans. Small motor sales were adversely affected by completion of much of the hydro conversion work in Ontario.

Sales drop in these products, however, was almost offset by the increased volume secured by Youngstown Steel Kitchens and by Easy's new coin-operated automatic washers and dryers sold through the division.

In September of last year, **General Steel Wares Ltd.** offered Easy shareholders one General Steel Wares share and $1 cash for each Easy common share held. Integration of the management of the two companies was accomplished immediately. By March 16, 1959, 164,465 of the 168,110 Easy common shares issued had been exchanged for GSW shares.

Easy's major products are home laundry equipment while GSW discontinued making McClary washers some time ago and now produces refrigerators, ranges and heating equipment.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Net earnings	$727,197	$513,042
Less: Deprec.	58,312	53,540
Amort.	110,170	37,280
Inc. tax	245,500	171,500
Deb. interest	34,283	36,270
Net profit	278,932	192,452
Less: Pref. divds.	48,332	48,967
Common divds.	84,035	89,711
Surplus for year	146,525	53,744

Note—In 1958, depreciation claimed for tax purposes was $91,000 less than that shown in the accounts, and taxes have been reduced by transfer of $44,500 from "accumulated tax reductions" account of $156,000 at Dec. 31, 1957.

Earnings per Share and Dividend Record:		
1st pref.: Earned	$5.78	$3.97
Paid	1.00	1.00
Common	1.37	0.85
Paid	0.20	0.20
Extra	0.30	0.35
Shs. o/s at Dec. 31:		
Pref., $1 par	48,260	48,450
Comm., 50c par	168,110	168,110

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$65,751	$101,134
Accts. rec., less res.	919,429	815,609
C.s.v. life insur.	22,451	19,317
Inventories	1,479,694	1,280,872
Prep. exp.	13,909	8,821
Total curr. assets	2,501,234	2,225,753
Fixed assets†	985,995	1,095,420
Total assets	3,487,229	3,321,173
Accts., tax., etc., p.	798,181	698,961
Debent. instal.	40,000	32,183
Total curr. liab.	838,181	731,144
Deferred inc. tax	113,500	158,000
Funded debt	550,000	590,000
Capital stock	1,128,790	1,132,590
Contrib. surplus	8,989	......
Earned surplus	847,[illegible]	709,439
†After depr. of	531,565	489,944
Working capital	1,663,053	1,494,609

Manufacturing

COMBINED ENTERPRISES LTD., Toronto, consolidated net profit in 1958 dropped 28.7% to $817,907 ($1,147,100 in 1957).

Lower industrial activity adversely affected sales volume and profit of several subsidiaries, Chairman M. O. Simpson reports.

Operating losses of **Eastern Steel Products Ltd.** (acquired in March, 1958), were halted and profit was included in parent's results. With re-organization completed, Eastern Steel is expected to make a contribution to 1959 earnings which will amply justify its acquisition, Mr. Simpson says.

Despite recession, capital expenditures were not materially reduced. Of $650,546 ($765,720) spent for new machinery and equipment exclusive of assets acquired through acquisition, $472,159 came from depreciation.

Company expects 1959 results will be substantially improved over 1958.

CONS. INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Net earnings	$1,971,288	$2,643,353
Less: Deprec.	472,159	414,002
Bond int.	179,599	137,512
Income tax	501,623	952,547
Add: Prof. subsid. not consol.	......	7,808
Net profit	817,907	1,147,100
Less: Pref. divd.	......	......
Com. divd.	360,000	360,000
Surplus for year	457,907	787,100
Times Bond Interest Earned:		
Before depr.	10.98	19.22
After depr.	8.35	16.21
Earnings per Share and Dividend Record:		
Com.: Earned	$1.36	$1.91
Paid	0.60	0.60
Shares o/s as at Dec. 31:		
Common, n.p.v.	600,000	600,000

CONDENSED CONS. BALANCE SHEET

As at Dec. 31:	1958	1957
Cash & govt. bds.	$18,375	$803,894
Accts., etc., rec. less res.	3,323,424	2,288,008
Inventories	5,538,889	4,213,705
Prep. exp.	139,484	140,218
Total curr. assets	9,020,172	7,445,825
Misc. assets	109,472	93,657
Fixed assets*	4,951,198	4,195,706
Total assets	14,080,842	11,735,187
Bank o'drafts	178,103	......
Bds. & debents. due	303,889	100,000
Other curr. liabs.	2,643,351	2,003,450
Total curr. liabs.	3,125,343	2,103,450
Mtge. pay.	......	50,149
Funded debt	4,071,156	2,975,000
Min. int.	147,194	......
Capital stock	50,000	50,000
Capital surplus	2,558,594	2,885,940
Earned surplus	4,128,555	3,670,648
*After depr. of	5,980,215	3,923,582
Working capital	5,894,829	5,342,375

Financial

ATLANTIC ACCEPTANCE CORP., Hamilton, Ont., consolidated net profit of $48,391 for 1958 was 42.4% higher than 1957's $33,989.

Increased profit is attributable in part to earnings arising from non-recurring business, President C. P. Morgan reports.

A branch office was opened at Kingston, and office facilities at St. Catharines were enlarged. Company plans to relocate its main office.

It is planned to acquire an interest in a factoring company and a soft goods finance company, the president says.

Company raised $574,765 through sale of stock.

Outlook for 1959 is bright and profit potential substantial, Mr. Morgan says. He hopes that common dividends will be paid on a regular basis at an early date.

CONSOLIDATED INCOME ACCOUNT

Year ended Dec. 31:	1958	1957
Net earnings	$231,524	$183,545
Less: Deprec.	4,478	3,241
Interest	136,533	118,514
Fin. exp. amort.	2,298	1,611
Income tax	39,823	26,190
Net profit	48,391	33,989
Less: Pref. divds	16,500	16,500
Surplus for period	31,891	17,489
Times All Interest Earned:		
Before deprec.	1.70	1.55
After deprec.	1.66	1.52
Earnings per share and Dividend Record:		
Preferred: Earn.	$3.23	$2.27
Paid	1.10	1.10
Common: Earned	*0.19	0.33
None paid.		

*Based on 168,753 common shs. o/s including 114,953 shs. issued during year.

Shs. o/s at Dec. 31:		
Pref., $20 par	15,000	15,000
Comm., n.p.v.	168,753	53,800

CONDENSED CONS. BALANCE SHEET

As at:	Dec. 31 1958	Dec. 31 1957
Cash	$18 673	$23,380
Rec. less res.	2,554,336	2,218,400
Inventory	771	1,099
Prepaid exps.	1,690	379
Total curr. assets	2,575,479	2,243,258
Loan rec.	200,000	......
Cash re pf. sh. red.	475	397
Other assets	32,410	35,384
Deferred assets	485,733	1,006,982
Fixed assets†	13,332	10,681
Goodwill	9,621	9,621
Total assets	3,317,050	3,306,193
Bank advances	1,253,284	1,415,421
Accts., etc., pay.	105,893	86,012
Income tax	25,949	15,591
Total curr. liabs.	1 389,026	1,517,025
Def. income tax	3,406	4,429
Deferred income	100,907	255,058
Long-term debt	709,954	1,145,570
Capital stock	914,265	330,800
Res. for pf. sh. red.	475	397
Earned surplus	78,027	46,214
†After deprec. of	13,780	10,458
Working capital	1,185,553	726,233

Merchandising

WOOD ALEXANDER LTD., Hamilton, net profit of $57,239 for 1958 was 15% less than 1957's $67,307.

Management is engaged in a plan of cost reduction, "which will result in considerable savings being accomplished without adverse effect on the service and efficiency rendered to our customers," reports R. B. Sutherland, president.

Substantially better earnings are anticipated for 1959.

A serious decline in industrial volume resulted from the 13-week closing through strikes of **Steel Co. of Canada** and **International Nickel Co. of Canada** (two basic industries in the company's territory).

Twenty-five new Crest Stores were opened, bringing the total at year-end to 53.

Crest Stores program resulted in improvement in dealer business, but in its early stages, it creates considerable expense.

"We are fast reaching the stage where the volume and profit enjoyed from the greater number of stores will compensate for the extraordinary expense and investments created," the president states.

INCOME ACCOUNT

Years Ended Dec. 31:	1958	1957
Net income	$191,723	$216,813
Less: Deprec.	32,251	33,199
Interest	48,824	49,989
Amort. bds. disc.	1,875	1,875
Income tax	51,534	64,534
Net profit	57,239	67,307
Less: Pref. divds.	20,072	20,346
Com. divds.	45,600	45,600
Surplus for year	▲8,433	1,361
▲Deficit.		
Times Interest Earned:		
Before deprec.	3.93	4.35
After deprec.	3.27	2.68
Earnings per Share and Dividend Record:		
6% Pref.	$17.11	$20.12
Paid	6.00	6.00
Common	0.24	0.31
Paid	0.30	0.30
Shares o/s Dec. 31		
6% Pref., $100 par.	3,345	3,346
Common n.p.v.	152,000	152,000

CONDENSED BALANCE SHEET

As at Dec. 31:	1958	1957
Cash	$400	$400
Accts. rec. less res.	997,753	1,058,817
Inventories	1,515,067	1,483,026
Prep. exp.	27,194	6,752
Total curr. assets	2,540,414	2,548,995
Bond disc.	22,500	24,375
Misc. assets	14,300	937
Fixed assets*	883,404	903,627
Total assets	3,460,618	3,477,934
Bank advances	492,471	528,696
Accts. & tax. pay.	352,690	319,870
Funded debt due	14,130	767
Dividend pay	5,017	5,019
Total curr. liab.	864,308	854,352
Funded debt	923,000	943,000
Capital stock	1,227,704	1,227,804
Capital surplus	5,751	5,735
Earned surplus	439,855	447,043
*After depr. of	251,900	219,649
Working capital	1,676,106	1,694,643

Presenting *"The Canadian"*...

A SUPER-CAPACITY GRAVEL PLANT FOR YOUR LARGER OPERATIONS

...available from stock!

A Super Capacity Tandem Gravel Plant with an output of 150 to 200 tons per hour is shown below. Its powerful 215 H.P. G.M. full diesel engine assures you of steady, trouble free operation under all conditions. This advanced design machine is of rugged construction to withstand the most strenuous requirements.

A large feed hopper together with high capacity jaw and roll crushers permit a maximum flow of uniform-size gravel. Wide belt conveyors working in conjunction with high capacity vibrating screens combine to handle all material quickly and economically. This completely mobile plant is able to go wherever it is needed.

Forano has many years of experience in the field of Gravel Crushing and Screening plants, having manufactured Gravel Plants since 1934. Allied items manufactured by Forano include Jaw Crushers, Roller Crushers, Vibrating Screens, Feeders, Storage and Loading Bins, eight different sizes of Portable Sand and Gravel Conveyors and a complete line of Stationary Belt Conveyors in all sizes.

Our Engineering Department is always ready to help you with your special requirements.

Forano also manufactures two units of smaller capacity. Full details will be supplied on request.

FORANO Limited

SINCE 1873

Head Office and Works: PLESSISVILLE, P.Q.

Engineering and Sales Offices: 7000 PARK AVE., MONTREAL, P.Q. 69 EGLINTON AVE. E., TORONTO, ONT. 5 ROWE AVE., HALIFAX, N.S.

HOW ADVANCED CAN YOUR DATA-PROCESSING GET?

Let Burroughs Punched-Tape Input Equipment show you

Here in this Punched-Tape Input Equipment is just one of the many ways Burroughs brings you advanced automatic data processing at its best.

The Sensimatic Accounting Machine, used alone, turns your daily figures into complete, meaningful hard-copy records. Does this quickly and accurately. Easily masters jobs such as receivables, payables, payroll and inventory. Switches from job to job at the flick of a knob.

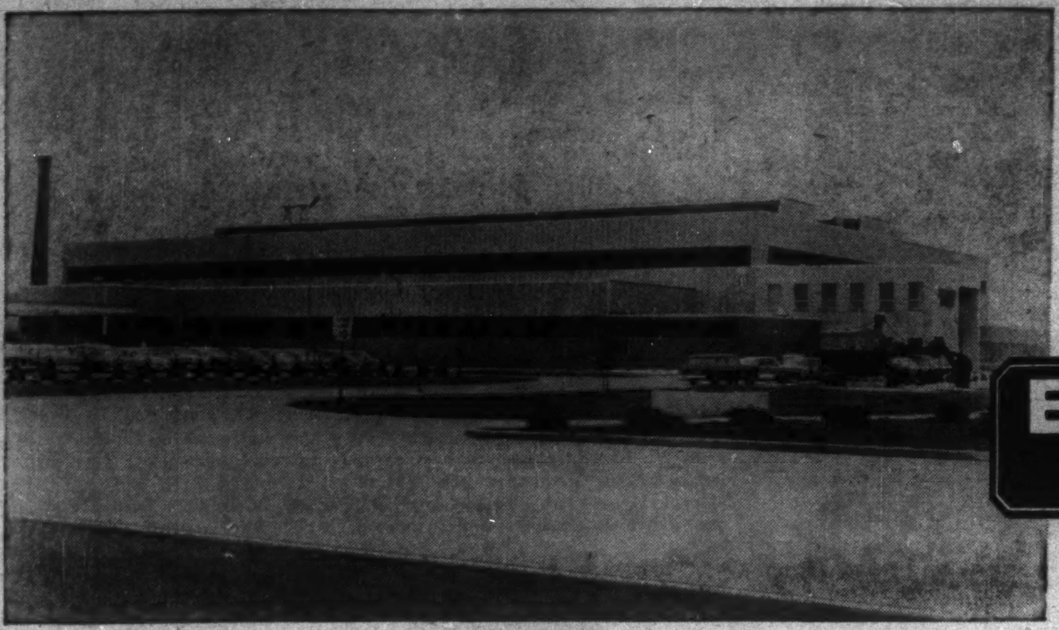
Besides producing up-to-the-instant accounting facts and figures, the Sensimatic teams up with the Burroughs Tape perforator to translate *proved* data into punched tape—simultaneously and automatically. The punched tape may then be processed into the vital records and reports you need, either through your own electronic computer or at a computer service center.

It's that fast, that simple, that efficient. And there are more advantages like that where the Burroughs Punched-Tape Input Equipment comes from. For Burroughs makes a full range of data processing equipment that extends from the most advanced accounting machines to the most advanced giant electronic computers. For help with your data processing problem, call or write Burroughs Adding Machine of Canada, Limited. Factory at Windsor, Ont.

Burroughs and Sensimatic—TM's

Burroughs

"NEW DIMENSIONS | in electronics and data processing systems"



BUCYRUS ERIE

Three Famous Names . . .

Three famous names are now linked together as Bucyrus-Erie proudly announces the appointment of *Mussens Canada Limited* and *Truck and Tractor Equipment Limited* as new distributors as of April 1, 1959. Both of these outstanding firms have well-trained, capable staffs to bring Canada a quality of sales and service assistance unmatched anywhere. They are backed by the full service and parts facilities of the new Bucyrus-Erie plant . . . finest facility of its kind anywhere. Located at Guelph (only one hour from Malton Airport) this plant produces the famous Bucyrus-Erie 11-B, 22-B and 30-B Transit Cranes and the 22-B, 30-B and 38-B crawler-mounted excavator-cranes.

They also will sell and service U. S. built Bucyrus-Erie machines, including 2- to 4-yd diesel-powered excavator-cranes; truck-mounted, all-hydraulic 5- and 12-ton Hydrocranes; ⅜- and ½-yd Hydrocranes; 2½- through 8-yd electric excavators; walking draglines; as well as rotary and cable tool blast hole drills.

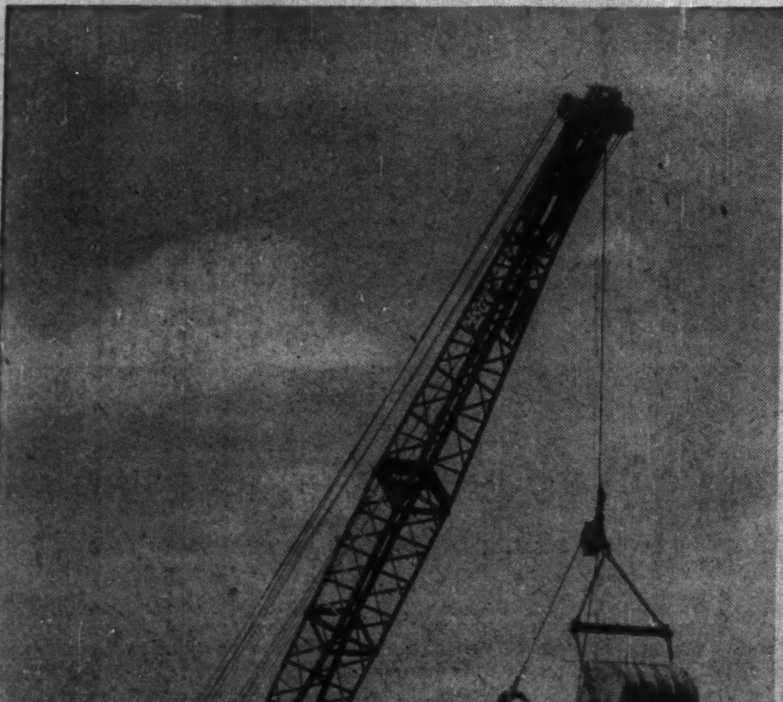
So whatever your need, you can depend on Bucyrus-Erie equipment . . . and on these two outstanding distributors to provide the kind of sales and service you want . . . any time, anywhere. Bucyrus-Erie Company of Canada, Ltd., Toronto, Ontario; Bucyrus-Erie Company, South Milwaukee, Wisconsin.

TRUCK & TRACTOR
EQUIPMENT LIMITED
Fleeceline and Lakeshore Roads
Toronto 14, Ontario
SERVING SOUTHERN AND NORTHEASTERN ONTARIO

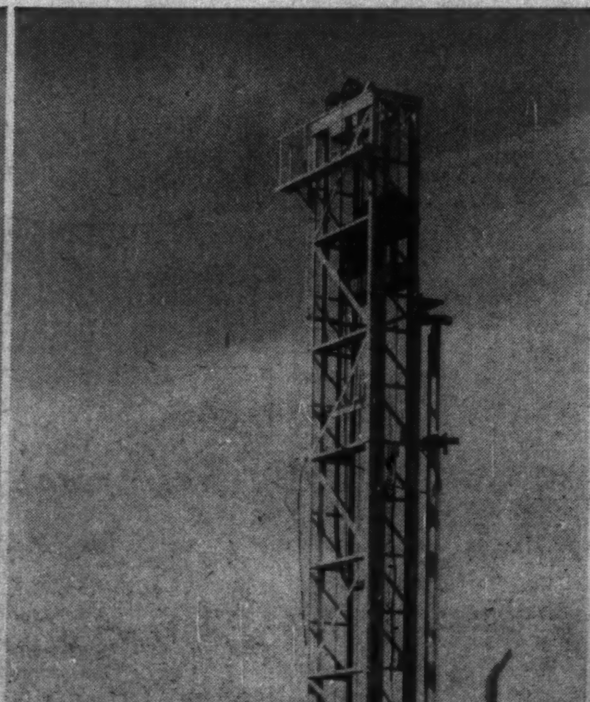
MUSSENS
CANADA LIMITED
65 Colborne Street, Montreal, Quebec
Serving Quebec, New Brunswick, Nova Scotia and
Prince Edward Island. Five branches are located at:
Quebec City • Rouyn, Quebec • Sept Iles, Quebec
Fredericton, N. B. • Halifax, N. S.

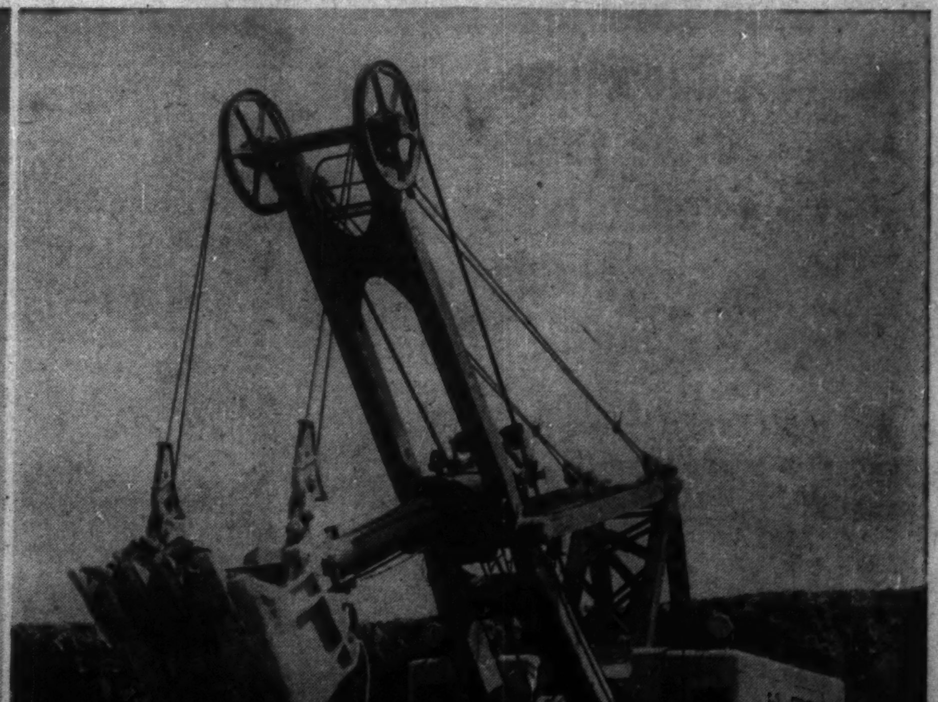
Mussens
Canada Limited

A 1½-yd 38-B dragline loading out sand and gravel as a four-lane highway is built.



The big 50-R is used for drilling large-diameter blast holes in mines and quarries.



This 8-yd 190-B shovel is loading limestone into haul trucks.